

Purchasing Week

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How to Appraise Your Major Materials Supply

Fuel Oil Sellers Fire New Blast In War of the Fuels

Washington—Fuel oil suppliers go before the Interstate Commerce Commission today to battle freight rate cuts made by railroads last spring. The reductions under fire tilted a 10-million ton fuels market to coal instead of fuel oil.

Outcome of the dispute is sure to have long range purchasing effects—fuel oil vs. coal as a power source for utilities and other major industries. Basically, what the I.C.C. must decide is whether a transportation medium and a producer can cooperate in cutting prices to hold a competitive market.

The I.C.C. already has heard more than a dozen witnesses representing railroads, coal suppliers, and large New York utility companies argue in support of the reductions (see P.W., Oct. 12, (Turn to page 26, column 3))

Cost of Living Up

Washington—The cost of living—after a 1-month respite—is again setting new highs. The September peak of 125.2 (1947-49 = 100) is 0.3% above August, 1.2% above year-ago levels. An unexpected rise in food, plus continued steady increase in housing, medical care, and other services, caused the latest spurt.

Oct. 26—Nov. 1

Purchasing Perspective

Advance Planning,
Look-Ahead Buying

It's hard to divert attention from steel strike tensions and other labor-supply-price crises currently heckling industrial life. But badgered as we are with day-to-day problems, there's no time like the present to begin assessing the longer range challenges of 1961 and beyond.

New marketing concepts provide one case in point. And who should be more alert to changing techniques in that area of business futurama than purchasing executives?

Global issues are another. If Eisenhower and Khrushchev can arrange some sort of arms truce at a mid-winter Summit session or a spring-time huddle in Moscow, what would be the economic effects of a world-wide reduction in armament procurement?

Even the nuts and bolts side of industrial purchasing clamors for advance planning and look-ahead buying. Standards experts meeting in Detroit last week emphasized the tremendous industrial savings and industrial progress that can be accomplished through broad agreement on sizes and specifications of even such every-day products as fasteners, shipping containers, and pallets. And space-age hardware is virtually a virgin field for the standards technique.

(Turn to page 26, column 1)



CONVEYOR moves file of papers from desk to desk in one of the few National Business Show exhibits stressing role of office mechanization.

1959's Baffling Business Show: Rambler Is in, I.B.M. Isn't

New York—Controversy, not new products, caused most of the excitement at the 51st Annual Business Show at New York's Coliseum last week.

A fast-growing feud within the office-equipment industry left the purchasing agent with scant hope of finding any one exposition where he could size up industry progress.

PURCHASING WEEK reports at the New York show found that:

- Almost every big name in the field (I.B.M., Remington-Rand, Addressograph, Royal, etc.) was conspicuously absent.

- The show was only about half the size of '58's exposition.

(Turn to page 25, column 1)

Anti-Strike Law Might Be Coming

Washington—The long struggle in steel is pressuring congressional and other governmental leaders to take swift action to block with legislation similar national emergency strikes in the future.

Eisenhower Administration officials, congressmen, and professional labor arbitrators already are suggesting ways to revise the Taft-Hartley Act or establish new methods of handling major labor disputes in the nation.

These proposals for legislative action include:

- Making a presidential fact-finding board a "regular part of the mediation process."

- Injecting voluntary arbitration.

(Turn to page 25, column 1)

Pirates Roam Again As Copper Scarcity Grows

Middletown, N. J.—The tightening copper supply situation has revived piracy off the Jersey Coast.

Police report confiscating at least one motorized "pirate ship" that allegedly carried off thousands of dollars worth of scrap copper from U. S. Metals and Refining Co. barges anchored in Raritan Bay.

The hijackers were reportedly selling the metal cut-rate to junk dealers who can find ready markets for the metal.

Copper, Aluminum, Non-Ferrous Metals, Rubber All Have a Bad Case of Fall Heebie Jeebies

New York—Strike addled purchasing agents with Taft-Hartley steel relief still uncertain face nagging supply-price-labor problems on other fronts.

Buyers of steel-allied materials, chemicals, rubber, and non-ferrous metals, remain confronted with a tightening supply situation, price shifts, and uncertain deliveries.

Thus when you go over your total supply situation, this is what confronts you:

- **COPPER:** Many copper fabricators anticipated serious production cuts beginning in November unless a break develops in the copper industry strikes that have slashed both domestic and Chilean production.

- **OTHER NON-FERROUS:** Zinc prices edged up 10¢ to 13¢ per lb. The move was attributed to efforts to attract foreign ores and concentrates from higher-priced European markets. Anticipated resumption of steel production also is a factor. Lead prices remained quiet under easy demand.

- **ALUMINUM:** Producers indicated they expected to operate beyond the Nov. 1 contract deadline under a further extension of a truce arranged last July with the steelworkers and other unions pending a steel settlement.

- **METAL CONTAINERS:** Canmakers were ready to scramble for all the steel they can get when steel production gets rolling again. Customer requirements for current needs appeared safe, but canmakers are somewhat uncertain about supplies required for next spring and summer seasonal demand spurts.

- **GLASS CONTAINERS:** Negotiators last week resumed efforts to settle the six-week strike of mold-makers, which has kept glass bottle customers on edge since September. The Glass Containers Manufacturers Institute said virtually all of the strike-hit bottle-makers had been able to continue production throughout the walk-out and assured customers they could continue operations "indefinitely."

- **RUBBER:** Big demand for rubber both in the U. S. and abroad kept supplies tight and prices strong. World market dealers anticipated new Communist buying pressure plus big orders from Japan.

Elsewhere, negotiations in the dock dispute revolved around the (Turn to page 25, column 4)

Purchasing Agents Hear of the Bolt Of the Future: 6 Sides, Slim, Low

Detroit—Purchasing agents got an advance look at upcoming fastener and container standards last week at the 10th National Conference on Standards.

A preview of proposed fastener standardization drew keen attention from P.A.'s, engineers, and other production planners attending the American Standards Association-sponsored affair.

The foremost development in bolt standards, W. G. Waltermire, chief product engineer for Lamson & Sessions Co., told the conference, is a proposal to establish a hexagon head bolt with the lower height, or thickness, of the regular hexagon head, but with the width of the present heavy head series.

He said the new series would establish a high strength structural bolt with a wider head, providing enough bearing area so that no washer would be needed.

Robert L. Riley of Bethlehem Steel Co. predicted future changes in standards for nuts would include:

- Establishment of an optimum nut-testing method.

- Development of load-distribution.

(Turn to page 25, column 1)

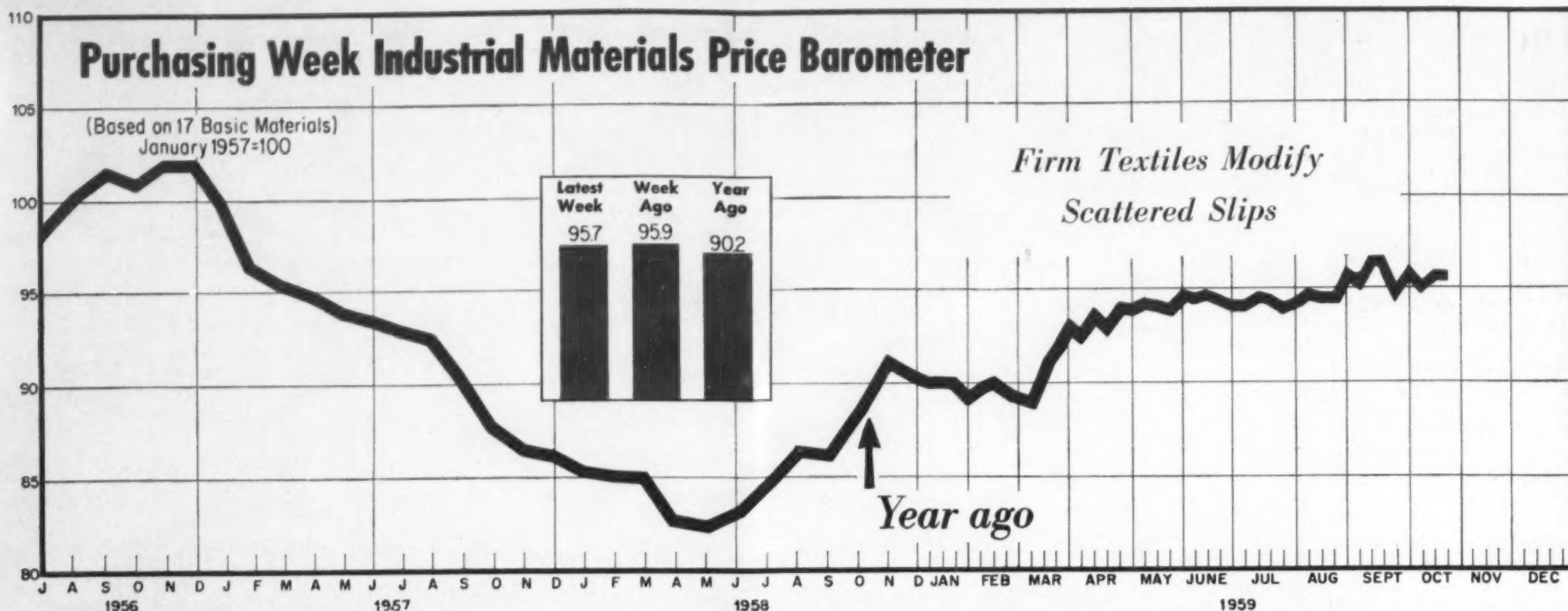
N.Y. Association Men, In Forum Discussion, Hit Chiseling Buying Tactics

New York—Buying on price alone without thorough knowledge of the product, process, or supplier costs usually means someone is being short-changed.

A forum discussion on the provocative topic "Do You Negotiate or Chisel?" Made that point at a session of the Purchasing Agents Association of New York last week.

Panelists hammered home the point that sound negotiation is not aimed at lowering vendors' profits, but rather at arriving at a fair price based on buyer knowledge and buyer-seller cooperation.

Stressing that "negotiation" (Turn to page 4, column 3)



This index was designed by the McGraw-Hill Department of Economics to serve as an over-all sensitive barometer of movements in industrial raw

material prices. The index is not intended to give price movements of specific commodities. The items used are important only in that, together, they re-

flect the current general market trend in sensitive industrials. Weekly prices for most of the items covered are published in "Commodity Prices" below.

This Week's Commodity Prices

	Oct 21	Oct 14	Year Ago	% Yrly Change
METALS				
Pig iron, Bessemer, Pitts., gross ton	67.00	67.00	67.00	0
Pig iron, basic, valley, gross ton	66.00	66.00	66.00	0
Steel, billets, Pitts., net ton	80.00	80.00	80.00	0
Steel, structural shapes, Pitts., cwt	5.50	5.50	5.50	0
Steel, structural shapes, Los Angeles, cwt	6.20	6.20	6.20	0
Steel, bars, del., Phila., cwt	5.975	5.975	5.975	0
Steel, bars, Pitts., cwt	5.675	5.675	5.675	0
Steel, plates, Chicago, cwt	5.30	5.30	5.30	0
Steel scrap, #1 heavy, del. Pitts., gross ton	41.00	41.00	43.50	-5.8
Steel scrap, #1 heavy, del. Cleve., gross ton	41.00	41.00	40.00	+2.5
Steel scrap, #1 heavy, del. Chicago, gross ton	45.00	43.00	42.50	+5.9
Aluminum, pig, lb	.247	.247	.247	0
Secondary aluminum, #380 lb	.238	.238	.218	+9.2
Copper, electrolytic, wire bars, refinery, lb	.322	.324	.274	+17.5
Copper scrap, #2, smelters price, lb	.255	.255	.243	+4.9
Lead, common, N.Y., lb	.13	.13	.13	0
Nickel, electrolytic, producers, lb	.74	.74	.74	0
Nickel, electrolytic, dealers, lb	.74	.74	.74	0
Tin, Straits, N.Y., lb	1.016	1.024	.964	+5.4
Zinc, Prime West, East St. Louis, lb	.13	.12	.11	+18.2
FUELS†				
Fuel oil #6 or Bunker C, Gulf, bbl	2.00	2.00	2.00	0
Fuel oil #6 or Bunker C, N.Y. barge, bbl	2.37	2.37	2.37	0
Heavy fuel, PS 400, Los Angeles, rack, bbl	2.15	2.15	2.15	0
L.P. Gas, Propane, Okla. tank cars, gal	.045	.045	.05	-10.0
Gasoline, 91 oct. reg., Chicago, tank car, gal	.115	.115	.115	0
Gasoline, 84 oct. reg., Los Angeles, rack, gal	.122	.117	.113	+8.0
Kerosene, Gulf, Cargoes, gal	.086	.086	.091	-5.5
Heating oil #2, Chicago, bulk, gal	.091	.091	.091	0
CHEMICALS				
Ammonia, anhydros, refrigeration, tanks, ton	88.50	88.50	86.50	+2.3
Benzene, petroleum, tanks, Houston, gal	.31	.31	.31	0
Caustic soda, 76% solid, drums, carlots, cwt	4.80	4.80	4.80	0
Coconut, oil, inedible, crude, tanks, N.Y. lb	.20	.20	.158	+26.6
Glycerine, synthetic, tanks, lb	.293	.293	.278	+5.4
Linseed oil, raw, in drums, carlots, lb	.175	.17	.167	+4.8
Phthalic anhydride, tanks, lb	.165	.165	.205	-19.5
Polyethylene resin, high pressure molding, carlots, lb	.35	.35	.325	+7.7
Rosin, W.G. grade, carlots, fob N.Y. cwt	10.90	10.90	9.60	+13.5
Shellac, T.N., N.Y. lb	.31	.31	.31	0
Soda ash, 58%, light, carlots, cwt	1.55	1.55	1.55	0
Sulfur, crude, bulk, long ton	23.50	23.50	23.50	0
Sulfuric acid, 66% commercial, tanks, ton	22.35	22.35	22.35	0
Tallow, inedible, fancy, tank cars, N.Y. lb	.065	.063	.081	-19.8
Titanium dioxide, anatase, reg. carlots, lb	.255	.255	.255	0
PAPER				
Book, A grade, Eng finish, Untrimmed, carlots, cwt	17.20	17.20	17.00	+1.2
Bond paper, #1 sulfite, water marked 20 lb, car. lots, cwt	25.20	25.20	24.20	+4.1
Chipboard, del. N.Y., carlots, ton	95.00	95.00	100.00	-5.0
Wrapping paper, std. Kraft, basis wt. 50 lb rolls	9.25	9.25	9.00	+2.8
Gummed sealing tape, #2, 60 lb basis, 600 ft. bundle	6.30	6.30	6.40	-1.6
Old corrugated boxes, dealers, Chicago, ton	21.00	21.00	23.00	-8.7
BUILDING MATERIALS‡				
Cement, Portland, bulk carlots, fob New Orleans, bbl	3.65	3.65	3.65	0
Cement, Portland, bulk carlots, fob N.Y., bbl	4.18	4.18	4.14	+1.0
Southern pine, 2x4, s4s, trucklots, fob N.Y., mftbm	125.00	125.00	125.00	0
Douglas fir, 2x4, s4s, carlots, fob Chicago, mftbm	140.00	140.00	129.00	+8.5
Douglas fir, 2x4, s4s, carlots, fob Toronto, mftbm	108.00	108.00	109.00	-.9
TEXTILES				
Burlap, 10 oz, 40", N.Y., yd	.102	.102	.106	-3.8
Cotton middling, 1", N.Y., lb	.328	.328	.362	-9.1
Printcloth, 39", 80x80, N.Y., spot, yd	.202	.198	.176	+14.8
Rayon twill 40 1/2", 92x62, N.Y., yd	.25	.25	.22	+13.6
Wool tops, N.Y., lb	1.595	1.610	1.48	+7.3
HIDES AND RUBBER				
Hides, cow, light native, packers, Chicago, lb	.240	.245	.17	+41.2
Rubber, #1 std ribbed smoked sheets, N.Y., lb	.405	.410	.320	+26.6

† Source: Petroleum Week ‡ Source: Engineering News-Record

Oct. 26—Nov. 1

Price Perspective

The Effects Of Labor Woe

Continuing labor uncertainty isn't calculated to make your purchasing life any bed of roses.

Prices, supplies, demand, inventories, and credit—these are just a few of the factors that will be feeling the disrupting influence of the current union-management impasse.

In fact, there probably isn't one major area in the economy that isn't affected by present and anticipated labor developments.

Here's how some of these shape up over the next few months:

1. PRICES: Spotty shortages in steel and other items can't help but have some firming effect on industrial tags.

It goes without saying that metals—like steel, copper, and zinc—will be significantly affected. But other raw materials—particularly those that could be hurt by a resumption of the dock strike in late December—also will bear watching.

How much firming? Remember that shortage-inspired boosts will be bucking up against a relatively stable over-all wholesale price pattern.

"PURCHASING WEEK's monthly wholesale price index, for example, has risen less than 1% in the past six months (see page 4).

True, individual P.A.'s bidding for items in tight supply may run into higher prices. But, it will indeed be surprising if tags of the average purchase mix rise more than 1-2% by the end of the year.

2. INVENTORIES: There's bound to be an inventory scramble as steel users start to rebuild strike-depleted stocks.

But such a scramble isn't likely to result in any big accumulation.

With only a Taft-Hartley injunction backing up production, there just isn't going to be enough steel around for everybody to stock up—especially if any worker slowdown develops.

Moreover, this continuing steel pinch is bound to have an effect on the stocking up of other items used with steel. Why buy raw materials like copper, aluminum, etc., if you can't get needed steel to match them?

Even if a settlement is quickly reached, it's still highly unlikely that there will be much of a build-up. That's because any agreement will mean a return to a period of ample supply—once the initial scramble is over.

As such, it's inconceivable to expect a repetition of the strike-inspired build-up of early 1959. Then, over \$4 billion was added to stocks in six months to beat the strike.

3. PRODUCTION AND DEMAND: Repercussions can't be ignored in these areas either. Don't be misled, for example, by the September production figures which show a less-than-5% drop off from June peaks.

Instead, remember that layoffs are running now at a 50,000 a week pace. These alone would indicate the drop will be a lot more precipitous when all figures for October are tallied.

Another point—production trends take time to be reversed. It will take months before supply lines can be refilled to permit full-scale output.

Then you also have to consider the loss in terms of purchasing power.

The hundreds of thousands of laborers idled by strikes have suffered a sharp loss in wages. The over \$4 billion decline in national income (June through September) can't be shrugged off.

It's bound to influence demand and hence sales—probably until all affected workers are back on the job, pulling down their regular pay.

The Textile Output: Firm Prices, High Output

New York—After 19 months of steadily improving business, the textile industry is still in cyclical uptrend. Firm prices and continued high production is the outlook for the rest of 1959 and well into 1960.

Actually, prices have been climbing steadily all year. September saw the highest posting, 95.9 (1947-49 = 100), since March 1956 (see chart at right).

And prices are still going up. The key 80-square cloth, for example, was quoted last week in New York at 21¢ a yard. Reason: Mill inventories are low. Unfinished cotton cloth in particular is extremely scarce for delivery before second quarter 1960.

Production has charted an even more spectacular course than prices. For the first eight months of 1959, production of textiles mill products soared 22% over the comparable period in 1958. In July, the industry hit a record production high of 123 (see chart).

Just a Breather

The August-September leveling off is just a breather due to cautious buying. Latest reports confirm that business is again on the uptrend. October should show a rise in production coming close to July's record.

For the entire year—taking into account rising production during the last half of 1958—1959 should turn in an over-all 18% gain over last year.

This will boost 1959 to a production record for the 1950's.

Rising prices and output also mean that 1959 will establish a new record for textile mill product sales. Estimates start at \$15.1 billion, 21% over 1958.

Most economists look for the peak plateau to be reached soon and to extend into early 1960. After that the cyclical decline could begin.

But any decline is expected to be gradual. Mid-year 1960 levels should correspond with mid-year 1959. Textile mill sales for all of 1960 should approximate the 1959 figure.

There are some good reasons for the relatively stable future predicted for this traditionally unstable industry:

- It has achieved a better productive capacity-demand position. Since 1947 man-hour productivity in the industry has increased about 50%. Over the same period employment in textile mills has declined about 30%. The modernization and weeding out implied by the above figures mean that the industry

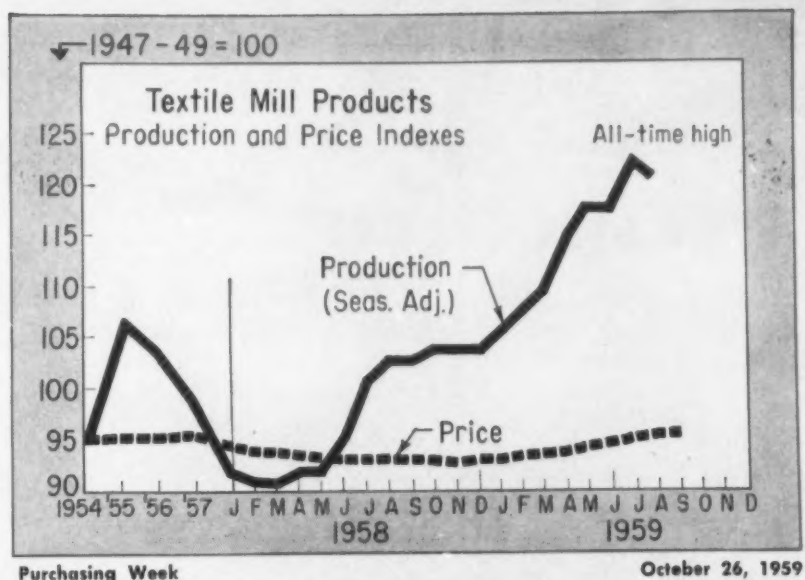
has a more flexible plant to meet future changes.

- Current rising demand for textiles seems much more stable than the violent surge-fall pattern of the Korean War cycle. Moreover, textile demand in the present cycle has a general boom period in the offing to support it. After that, the long run support of a sharp rise in the textile-hungry teen-age population promises a steady annual 3½% increase in demand for some time.

- Intra-industry competition

plus growing world production holds a tight rein on any self-defeating inflationary price spurts that might otherwise occur.

- There has been a settling out in the destructive competition between fibers. This is true despite the war being waged between rayon and nylon for the tire-cord market. Cotton seems to have settled down to provide about two-thirds of all textile fiber consumption, and the man-made fibers have, to a large extent, established sway over product areas for which they are most suited.



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Electric Autolite Enters Industrial Battery Field

Conshohocken, Pa.—Electric Autolite Co., automotive-accessories maker, has entered a new market with purchase of C & D Batteries, Inc., 50-year-old manufacturer and distributor of industrial batteries.

Already one of the nation's three largest manufacturers of storage batteries, Autolite now takes on C & D's complete \$8-million-a-year line of industrial storage batteries for electric fork lifts and platform trucks, telephone exchanges, electric power plants, railroad and mine locomotives, and passenger cars.

Washington Perspective

For the Military
Tough New Decisions

This year the pressure on the military procurement is tighter than ever as the Administration holds spending to \$41 billion in the face of growing military costs.

For the military high command, a stabilized budget means more reductions, stretchouts, and cancellations in major weapons' programs.

As the military's plans now stand, here's what's ahead:

Aircraft procurement will dip below the \$6-billion mark for the first time since Korea. The volume of new orders (close to \$7 billion this year) will slide even more. Percentagewise, more aircraft money will go for spare parts than ever before.

Missile production will go up some \$1 billion to a new total of about \$5 billion—close to the level of aircraft.

Electronics procurement will continue upward, with probably a 7% increase over this year's estimated \$1 billion. (This is for "pure electronics" not tied in with specific aircraft or missiles).

Shipbuilding will stay close to this year's \$1.6 billion, but may slide some.

Research and development will rise slightly from the present level of \$2.6 billion.

There still are some tough decisions Secretary McElroy must now make before the defense spending totals can fit under the Administration's budget ceiling:

For the Air Force, the roughest decisions center on the volume of additional B-52 and B-58 manned bomber procurement to be authorized next year; production schedules for liquid-fueled ICBM's—with special attention on the Titan project's future; building Atlas bases underground; and on the rate of development spending for the "future-generation" B-70 bomber and Minuteman missile.

For the Army, the big question marks are the future of the Nike Zeus anti-missile system (the Army wants to begin production); the threat of another manpower cut; and the volume of spending for combat vehicles, small arms, tactical missiles, communications gear, and other equipment for modernizing combat forces.

For the Navy, the toughest questions are a threatened slash in plans for procurement of fighter aircraft and anti-aircraft missiles and construction of surface vessels; the possibility of a personnel reduction; and the rate of expanding the Polaris missile-submarine program.

McElroy's decisions on these issues will be made by the end of November. (But the Zeus decision is being held off until next April pending a broad-gaged scientific appraisal of the controversial project.)

More than ever, the tight budget picture is spurring inter-service wrangling over strategy. The Army, for instance, sees the Air Force's plea for still more manned bombers as a threat to its own procurement plans, therefore emphasizes the argument against a further build-up in nuclear striking power in favor of stronger preparation for limited warfare.

The Navy joins in, argues for funds the Air Force wants for big bombers to be spent for carrier fighter aircraft.

The Pentagon's fear is that the current austerity in defense will be interpreted as a reaction to Khrushchev's peace talk. Actually, the Pentagon's enforced economy is tied to the fundamental fiscal policy the Eisenhower Administration has held to ever since it came into office.

Top military men can't see any disarmament scheme or even limited arms control in the foreseeable future. And most civilian officials agree.

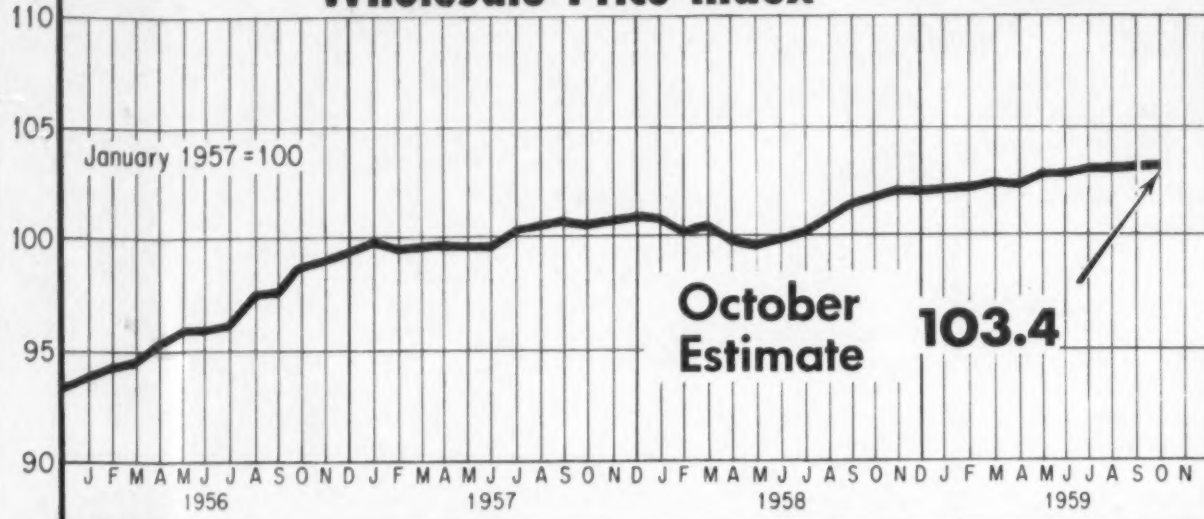
Weekly Production Records

	Latest Week	Week Ago	Year Ago
Steel ingot, thous tons	371	368*	2,026
Autos, units	135,312	118,793*	45,387
Trucks, units	24,251	23,364	14,209
Crude runs, thous bbl, daily aver	7,759	7,688	7,613
Distillate fuel oil, thous bbl	11,796	12,612	12,704
Residual fuel oil, thous bbl	5,999	5,537	6,838
Gasoline, thous bbl	28,111	27,625	25,991
Petroleum refineries operating rate, %	79.9	79.2	81.5
Container board, tons	180,195	178,626	158,450
Boxboard, tons	152,467	152,595	150,345
Paper operating rate, %	98.5	97.0*	91.6
Lumber, thous of board ft	243,167	259,311	237,001
Bituminous coal, daily aver thous tons	1,286	1,267*	1,495
Electric power, million kilowatt hours	12,861	13,086	12,048
Eng const awards, mil \$ Eng News-Rec	261.0	264.3	251.4

* Revised

Purchasing Week's Wholesale Price Index

Sept. 1959 103.3
Aug. 1959 103.2
Sept. 1958 101.4



Purchasing Week

INCREASES, outnumbering decreases by more than 2 to 1, inched Purchasing Week's wholesale price index upward to 103.3 (Jan. 1957=100). There were no dramatic changes. Residual fuel oil continued to decline, but was offset by a rise in price

for lubricating oils. Leather experienced its smallest dip since the slide which began in May. Other rises were reported in rubber belting, nonferrous mill shapes, boilers, tanks, sheet metal products, small cutting tools, and in industrial fittings prices.

October 26, 1959

Forum Discusses Firm Negotiation

(Continued from page 1)

encompasses both knowledge and ethics while "chiseling" involves neither, panel members said the latter seldom profits a company, never the supplier, and often victimizes both.

Defining negotiated buying as "A technique for determining just what is the right price for a given purchase," Douglas V. Smith, purchasing training and education director for General Electric Co. emphasized that negotiation:

- Is not contradictory to the quotation process. It is a tool created specifically to supplement competitive bidding.

- Is not a means of forcing the supplier to give up managerial authority or the submission of his engineering and manufacturing people.

- Is not aimed at destroying the supplier's profits.

"Negotiation is a process of review, analysis, and mutual concession whereby conflicting opinions, objections, and interpretations of buyers and sellers are resolved," Smith said.

Edward M. Krech, purchasing director for the J. M. Huber Corp., offered examples of applied negotiation principles on three groups of products. They were:

1. Products priced on a published discount basis.

2. Finished or semi-finished products on volume basis to buyer specification.

3. Custom-made products such as machine tools, etc.: On these products, the buyer should get together with the engineer to negotiate design costs.

Krech stressed that the main problem for the P.A. here is keeping engineering and production from making verbal commitments until costs are clearly understood and agreed upon by both buyer and seller.

Another panelist, George E. Suddell, president of Eastman Kodak Stores, emphasized the importance of service to the buyer and gave examples of how technical service is at times more important than the lowest price.

Donald T. Keliher, director of purchases for U.S. Metals and Refining Co., was moderator of the panel discussion.

This Month's Industrial Wholesale Price Indexes

Item	Latest Month	Month Ago	Year Ago	% Yrly Change
Cotton Broadwoven Goods...	100.7	100.3	94.2	+ 6.9
Manmade Fiber Textiles.....	100.0	100.2	97.1	+ 3.0
Leather	132.8	133.0	103.5	+28.3
Gasoline	96.7	97.2	98.6	- 1.9
Residual Fuel Oils.....	70.7	72.6	78.7	-10.2
Raw Stock Lubricating Oils..	99.7	98.3	96.7	+ 3.1
Inorganic Chemicals	102.2	102.2	101.5	+ .7
Organic Chemicals	99.3	99.3	98.4	+ .9
Prepared Paint	103.4	103.4	103.3	+ .1
Tires & Tubes.....	90.2	90.2	102.5	-12.0
Rubber Belts & Belting.....	105.0	103.8	99.4	+ 5.6
Lumber Millwork	107.8	107.7	99.1	+ 8.8
Paperboard	99.8	99.8	100.2	- .4
Paper Boxes & Shipping Containers	101.9	101.9	101.9	0
Paper Office Supplies	101.2	101.2	101.2	0
Finished Steel Products	109.1	109.1	109.1	0
Foundry & Forge Shop Products	107.8	107.8	105.7	+ 2.0
Non Ferrous Mill Shapes....	95.3	93.5	91.0	+ 4.7
Wire & Cable	89.8	89.5	86.5	+ 3.8
Metal Containers	103.7	103.7	105.8	- 2.0
Hand Tools	109.9	109.7	107.6	+ 2.1
Boilers, Tanks & Sheet Metal Products	101.1	99.2	98.5	+ 2.6
Bolts, Nuts, etc.....	104.2	104.2	109.2	- 4.6
Power Driven Hand Tools...	108.3	108.2	103.5	+ 4.6
Small Cutting Tools.....	113.3	112.0	101.6	+11.5
Precision Measuring Tools...	109.1	109.1	106.1	+ 2.8
Pumps & Compressors.....	111.4	111.4	104.8	+ 6.3
Industrial Furnaces & Ovens.	116.5	116.5	112.4	+ 3.6
Industrial Material Handling Equipment	105.7	105.7	103.1	+ 2.5
Industrial Scales	115.2	115.2	104.8	+ 9.9
Fans & Blowers	104.3	104.3	103.2	+ 1.1
Office & Store Machines & Equipment	104.6	104.6	103.2	+ 1.4
Internal Combustion Engines.	103.7	103.7	103.1	+ .6
Integrating & Measuring Instruments	117.4	117.4	112.0	+ 4.8
Motors & Generators.....	103.2	103.2	104.7	- 1.4
Transformer & Power Regulators	102.1	102.1	101.5	+ .6
Switch Gear & Switchboard Equipment	108.7	108.7	104.7	+ 4.0
Arc Welding Equipment	104.0	104.0	105.0	- 1.0
Incandescent Lamps	130.9	130.9	110.0	+19.0
Motor Trucks	109.0	109.0	105.9	+ 2.9
Commercial Furniture	105.8	105.8	105.5	+ .3
Glass Containers	106.3	106.3	106.4	- .1
Flat Glass	99.7	99.7	99.5	+ .2
Concrete Products	103.6	103.6	101.9	+ 1.7
Structural Clay Products....	106.6	106.6	105.0	+ 1.5
Gypsum Products	104.7	104.7	104.7	0
Abrasive Grinding Wheels...	98.7	98.7	100.3	- 1.6
Industrial Valves	116.6	116.6	102.9	+15.3
Industrial Fittings	103.8	101.8	100.8	+ 3.0
Anti-Friction Bearings & Components	91.9	91.9	93.6	- 1.8

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Standards Association Gives Approval To Three Basic Conduit, Tube Changes

New York—The American Standards Association has approved the revision of three basic American Standards for metal conduit and tubing for electrical raceway systems it was announced by the association.

The revisions, of interest to manufacturers, buyers, sellers, and users of electrical wiring, cover zinc-coated rigid steel conduit, enameled rigid steel conduit, and zinc-coated electrical metallic tubing used for the wires or cables of an electrical system.

The three standards, which also cover couplings, elbows, bends, and nipples (as appropriate), give tables of dimensions and weights, coatings, and identification, as well as test and inspection procedure. Information on the revisions may be obtained by writing to the American Standards Association, 70 East 45th Street, New York 17, N. Y.

New York State Rejects Foreign Bid, Stays Home

Niagara Falls, N. Y.—The New York State Power Authority has awarded a \$1,690,000 contract for wire and cable to an instate manufacturer after rejecting a Belgian bid which was lower by more than \$40,000.

Authority Chairman Robert Moses said the contract for 1,182 miles of cable and wire for a 345,000-v. transmission line between Niagara Falls and Syracuse was negotiated with the Aluminum Co. of America.

"The conductors offered by Alcoa are considered by the authority's engineers to be on the whole the best offer to use," Moses said.

Moses also disclosed that a number of identical bids from domestic manufacturers—all quoting \$1,708,240.72—were rejected. The lower bid from the Societe Franco-Belge des Laminaires of Belgium was for \$1,649,868.45.

Blackstone Corp. Offers New Flux Said to Cut Out Noxious Side Effects

Jamestown, N. Y.—Blackstone Corp. is marketing a new organic acid-base soldering flux designed to eliminate many harmful effects of ordinary acid fluxes.

Blackstone said the new flux offers these advantages: non-corrosive residue after soldering, non-corrosive fumes with resultant elimination of acid-fume damage to stock and equipment, high detergent cleaning action, and safety in preparation and use.

Incidence of acid burns requiring medical treatment has decreased 82% at Blackstone's plant since use of the new flux started, according to the company, which manufactures radiator and heater cores.

Canadian Chemical Co. Says Capacity Is Up 40%

Montreal—An expansion program to increase production of the petrochemical section of its Edmonton plant by 40% has been announced by Canadian Chemical Co., Ltd.

Canadian Chemical already is the largest Canadian producer of such products as formaldehyde, methanol, and acetic acid and is one of the world leaders in pentaerythritol production.

Standard Pallets Ought to Save Millions

Detroit—U.S. Industry can look forward to millions of dollars in savings as a result of a recently completed pallet standardization program.

Instead of the more than 300 pallet sizes now in use, the new standard provides a series of only 11 pallet sizes—eight rectangular and three square.

Discussing the new standards at the national A.S.—conference here, J. E. Wiltrakis of Western Electric Co., and chairman of the A.S.A. pallet standardization committee, said the standard

sizes will result in major economies in the packing, storing, and distribution of goods.

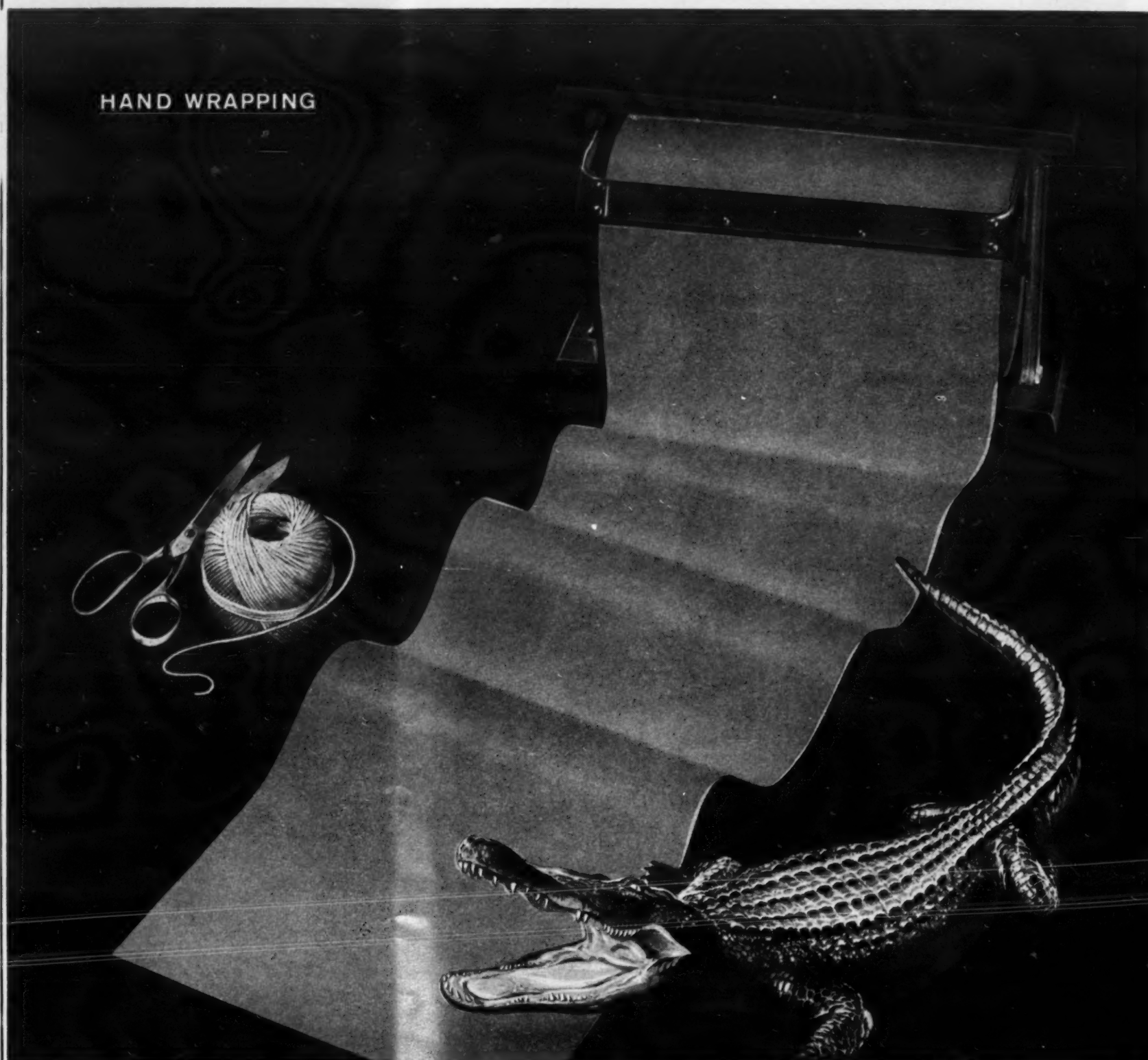
Among the principal objectives of the standard, he pointed out, are maximum efficiency, economy, and interchangeability and flexibility in the use of pallets between rail, truck, maritime, and air transport services.

Noting the vast field of application of this new standard, Wiltrakis visualized standard pallets as a basis for integrated distribution and storage systems.

"We expect to see automated

storerooms in buildings with high clearances—50% higher or more than in current modern warehouses," he said. "The pallet loads will be recorded automatically during transport in and out, and also to and from carriers and to and from work positions," he said.

The Western Electric executive stressed that the new standard is the result of five years of committee work, and therefore are regarded as the "best possible sizes to handle any given situation."



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Ask your local paper merchant for samples and further information.



Southern Kraft Division **INTERNATIONAL PAPER** New York 17, N. Y.

Truckers Tell Rails: 'Quit the Rock Throwing'

Los Angeles—Truckers dared railroads last week to quit "rock throwing" and start constructive cooperation between the two modes of transport.

Delegates at the American Trucking Association's annual convention here Oct. 18-23 viewed "peaceful coexistence" as the only sure road to flexible and economical transportation for the shipping public.

At the same time, however, industry spokesmen were adamant in their stand against the "growing railroad encroachment on the trucking business."

J. Robert Cooper, outgoing president of the truckers, pointed out that the most pressing problem facing the trucking industry today is pending legislation that would permit common ownership of transportation.

Cooper said that if one type of carrier were permitted to own and operate all forms of transportation without restrictions, truckers would be run out of business.

He argued that the railroads' claim that common ownership would provide for through transportation on a single bill of lading overlooks the fact that one-bill transportation is possible now through coordination of joint rates and through services.

Cooper, like other trucking industry representatives, pointed to "piggy-back" as a typical example. Truckers, however, claim that the greatest potential lies in the development of piggyback under Plan I, where railroad flat cars haul trucker-owned trailers.

The railroad industry, on the other hand, is strongly behind development of Plans II, III, and IV since this is perhaps the greatest area of profit for the rails. Under Plan II, the railroad hauls

its own trailer; under Plan III, it hauls shipper-owned trailers, and under Plan IV, it hauls both shipper-owned trailers and flat cars.

Many truckers feel the piggy-back concept has not been the boon to trucking that had been hoped for, primarily because a number of railroads refused to accept motor carrier vans on their flat cars.

"Motor carrier vans," commented one trucking executive, "have to compete with the railroad's own vans, with shipper-

owned vans, shipper-owned flat cars, and freight forwarders."

Discussing the ideal of "peaceful coexistence" between the railroad and trucking industries, incoming A.T.A. president Welby M. Frantz, pointed out that one of the most pressing needs for both sides is to "stop this rock-throwing that has gone on for so long."

Both trucks and railroads, he declared, "spend much time and money which should go toward new equipment and improvement of service." He said that coop-

eration would lead to more economical transport for both types of carriers and would greatly increase the flexibility on which U. S. transport has thrived.

Although the railroads are the No. 1 sore spot for the trucking industry, stiffened competition also is expected soon from the air freight carriers which already are ordering new and larger equipment that would increase their payloads.

Truckers, however, list certain "built-in" advantages favoring their industry:

- Flexible schedules.
- The highway program which makes trucks geographically versatile.

• The trend among manufacturers and distributors toward lower inventories and more frequent deliveries.

• A trend toward locating plants in the suburban areas where only trucks are capable of door-to-door delivery.

While these advantages permit trucking companies to charge premium rates, delegates at the convention said the primary aim of the trucking industry is to cut costs in order to permit lower rates. They pointed out that some efforts have already been made in cost-cutting through programs of dock mechanization, standard containerization, and improved equipment.

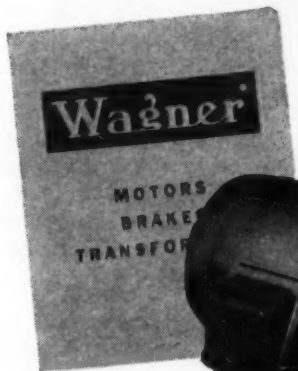
Which of these **ELECTRIC MOTOR BULLETINS** can be helpful to you?



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FRACTIONAL HP MOTORS

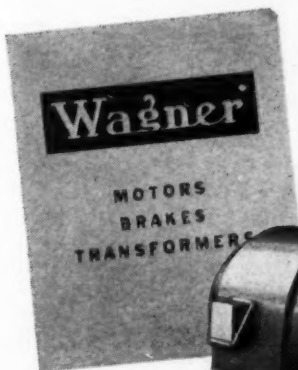
Bulletin MU-211. Illustrates and describes both single-phase and polyphase squirrel-cage motors, open and enclosed types; also fan and blower motors and jet pump motors.



Wagner

INTEGRAL HP MOTORS

Bulletins MU-212, 213. Cover single-phase ratings through 15 hp, and polyphase squirrel-cage motors through 1000 hp, open and enclosed types; also multispeed, punch press, crane and hoist, and wound rotor polyphase motors.



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MOTOR-STARTER COMBINATIONS FOR REDUCED CURRENT STARTING

Bulletins MU-124, 128, 195. Illustrate and describe the Wagner part-winding motor and starter combinations that limit inrush of starting current in squirrel-cage motors up through 500 hp—meet all starting requirements of AIEE-EEI-NEMA.

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WM58-15

Ohio Governor Credits Purchasing Agent Dick With \$1-Million Saving

Columbus, Ohio—Ohio's state purchasing operation received top recognition here when Gov. Michael DiSalle revealed the state has saved an estimated \$1 million in its purchases since his administration began Jan. 12.

The governor gave George R. Dick, his superintendent of purchases and printing, "the entire credit" for the savings.

He released a report from Dick outlining estimates of what the state was saving by changing methods of buying and the terms on which items are purchased. A sampling of the report showed:

• The Ohio purchasing operation has entered into many new term contracts, usually running from six months to a year, for the purchase of items formerly bought in small quantities.

Estimated savings on these contracts include: \$10,000 a year on gasoline; \$14,000 on business machine tabulating cards, \$33,000 on dishwashing compounds, and \$8,000 on water coolers.

• The department has expanded the bidders' list by checking about 100 telephone directories for possible new suppliers. This expansion resulted in savings on 80% of items purchased.

• The purchasing superintendent reduced the staff of the state bindery and changed bindery methods to achieve annual estimated savings of \$28,000.

MEETINGS

Previously Listed

OCTOBER

National Association of Purchasing Agents, 6th District—Conference, Dayton, Oct. 29-31.

NOVEMBER

Air Conditioning and Refrigeration Institute—Exposition, Convention Hall, Atlantic City, N. J., Nov. 2-5.

American Society for Metals—National Metal Exposition and Congress, International Amphitheatre, Chicago, Nov. 2-6.

Packaging Association of Canada—8th National Packaging Exposition, Automotive Building, Canadian National Exhibition Grounds, Toronto, Nov. 3-5.

National Electrical Contractors Association—Annual Convention and 5th National Electrical Exposition, Fontainebleau, Eden Roc, Deauville, and Carrillon Hotels, Miami Beach, Fla., Nov. 9-12.

Milwaukee Association of Purchasing Agents—1959 Products Show, Milwaukee Auditorium, Milwaukee, Nov. 10-12.

National Retail Lumber Dealers Association—6th Annual Building Products Exposition, Cleveland, Nov. 14-17.

International Automation Exposition and Congress—Trade Show Building, New York, Nov. 16-20.

This Changing Purchasing Profession . . .

Lamar Lee, Jr., assistant professor of business management, Stanford University Graduate School of Business, Stanford, Calif., has been named director of purchasing and stores for the University.



LAMAR LEE, JR.

He will combine his teaching duties with the new post, which is effective Jan. 1. He succeeds Philip G. Duffy, university purchasing agent since 1946, who is leaving to enter private business.

John C. Haas has been named director of purchases and traffic for Rohm & Haas Co., Philadelphia. Formerly vice president in charge of industrial relations, he succeeds the late Dr. Peter J. Clarke, former director of purchases.

Fred M. Seitz has been appointed materials manager for Daystrom Instrument Division, Daystrom, Inc., Archbald, Pa. He will be responsible for purchasing, receiving and stores, production control, and traffic.

George H. Salesky, Jr., has been made manager of purchasing, the Air Conditioning & Refrigeration Division, Worthington Corp., Harrison, N. J. He had been staff assistant to the division's manager of manufacturing with responsibility for inventory and production control.

L. V. Clegg succeeds J. D. Wright, new general manager of the chemical divisions, as general purchasing agent, Canadian Industries, Ltd., Montreal. Since 1951, as production manager of the agricultural chemical division, he had been in charge of fertilizer manufacturer at the firm's seven plants in Ontario, Quebec and the Maritimes.

Charles S. Estabrook, Jr., has joined Lamson Corp., Syracuse, N. Y., as manager of purchasing. William Carr has been named assistant to the manager of purchasing. Estabrook had been purchasing agent with Easy Laundry Appliance Division, Murray Corp., Syracuse.

had served as production control superintendent of the company's acrilan acrylic fiber plant since August 1958.

Boeing Appoints Purchasers For Its Aero-Space Division

Seattle, Wash.—M. W. McClung has been made materiel manager for the new Aero-Space Division of Boeing Airplane Co.

F. E. Akin becomes Bomarc procurement manager and W. L. Barker has been named general procurement manager. Other appointments include: John Gronsky, manager of the production parts and materiel section; J. E. Mathiasen, manager of the procurement development section; E. G. Swanson, Minuteman procurement manager; and E. F. Thorslund, in charge of B-70 wing procurement.

Charles G. Turner, Jr., succeeds William O. Grove, who resigned, as purchasing agent for O'Sullivan Rubber Corp., Winchester, Va. Grove has joined Victor Products Corp., Hagerstown, Md., as vice president of purchasing and a member of the board of directors.

R. D. Schenck has been appointed assistant director of purchases, United States Borax & Chemical Corp., Los Angeles.

Earl Kaps, formerly purchasing agent for Cleary-Shevin Mfg. Co., Detroit, is now a member of the firm's sales organization handling industrial sales.

Obituaries

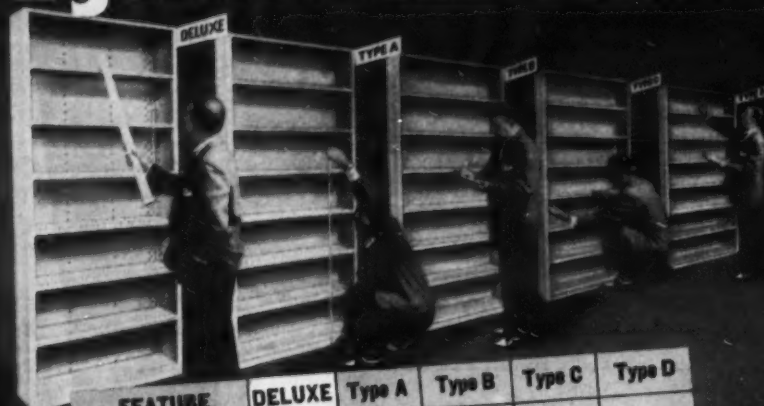
Howard L. Ash, 46, purchasing agent for Endicott Johnson Corp.'s chemical department at Endicott, N. Y., died Oct. 6.

Samuel W. Shafer, 76, former assistant purchasing agent for the Jersey Central Railroad, Jersey City, N. J., died Oct. 9. Shafer retired in 1950.

Walter A. Cornett, 62, purchasing agent at Sharples Corp., Philadelphia, died Oct. 13.

Julian G. Davies, a purchasing agent with N. Slater Co. of Hamilton, Ontario, for 25 years, died Oct. 13. He was the first Canadian to win the J. Shipman Gold Medal award which he received in 1949.

Stack Deluxe up against ALL others



FEATURE	DELUXE	Type A	Type B	Type C	Type D
I-Beam Uprights	Yes	No	No	No	No
Double Thick Sheet Steel End Panels Construction	Yes	No	No	No	No
Box-Lid Type Shelves	Yes	No	No	No	Yes
Factory Embedded Shelf Reinforcing Returned on Ends	Yes	No	No	No	No
Shelf Adjustment	2" or 1"	1"	1" 43"	1½"	1½"
Shelf Fastening	Brackets	8 Bolts Per Shelf	U Bars on Brackets	Studs & Keyhole Slots	Clips & Studs
Erection Time Per Section	Fastest—15 Min.	Slow	Medium	Medium	Fairly Fast
Smooth, Rounded Edges to All Parts	Yes	No	No	No	No
Paint Appearance	Excellent	Poor	Fair	Fair	Good

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Stack it up for strength—Deluxe offers so much more than competitive makes: I-beam construction, double thick end panels, box-lid shelves, factory embedded reinforcing bars.

Stack it up for erection time—Deluxe goes up so much faster than competitive makes. With bracket assembly, requiring only two bolting operations, you can put up a regular section in less than fifteen minutes!

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C. S. ESTABROOK, JR.

R. D. GUENTZLER

Robert D. Guentzier has taken the post of purchasing agent with the Electric Products Co., Cleveland. The past 10 years he served as purchasing agent for Cleveland Electronics, Inc., Cleveland.

William G. Watt has been appointed manager of purchasing and packaging by California & Hawaiian Sugar Refining Corp., San Francisco. He will be responsible for the firm's package development program and will continue to direct purchasing functions.

Paul W. Gann has been promoted to staff purchasing agent for Chemstrand Corp. at its Decatur, Ala., facilities. He

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consumption
dropping as
much as 50%.



Half of British Plants Hum Along at Capacity

London—British industry is riding a broad wave of optimism. It's based on rising production in almost every manufacturing area.

In its latest survey of some 700 member firms, the Federation of British Industries reports that 50% of the firms canvassed are working to capacity. Last February only 20% were able to report top production schedules.

The cheery tone of the answers to the federation inquiry and a slowly tightening employment situation are well founded on generally improving industrial activity, the report declared.

New Orders Increase

Nearly half of the federation member firms reported an accelerated pace in new orders. Forty per cent have longer order backlogs. Thirty-one per cent report longer employee work weeks.

British industry thus credits its quickening industrial tempo more to expanding domestic demand than to an export spurt. The Federation survey showed less striking improvement in overseas sales, with only 25% reporting a higher rate of new export orders and 27% showing a higher rate of export deliveries in the period covered.

The biggest output expansion has been scored by metalworking and automotive firms. The smallest improvement shows up

among food, drink, tobacco, and building materials.

On the vital question of raw material inventories, a possible turn-around was believed developing. The federation survey showed 26% of the firms had increased stocks since June. Finished goods inventories were up for 18%.

U.S. Firm Builds Facilities in Italy

Milan—The European Common Market has drawn another American client into its sphere, putting Italy on the map as a "carbon black" producer.

Columbian Carbon of New York will build a \$6 million plant in Northern Italy at Tre-cate. Slated to go into production in early 1961, the Tre-cate plant will produce about 30,000 metric tons of carbon black annually.

The plant will be fully automated, needing a staff of only 80 persons to run the entire operation. Plant machinery will come from the United States, but all construction materials and labor will be Italian.

Columbian Carbon has exported its products to Europe for many years. Its top Italian client has been the Pirelli Co. in the Milan rubber complex.

Russian Machine Tools Beating Out Western Europe's

Paris—West European machine-tool manufacturers are finding it impossible to meet competition of Soviet mass-produced tools in world markets.

These were the findings of Columbia University Professor Seymour Malman, who recently completed a survey of both Russian and West European machine tool industries for the European Productivity Agency (E.P.A.).

Malman said productivity in Russian machine tool plants is three to four times greater than in comparable West European facilities.

One Every 15 Minutes

One Russian plant, he said, is turning out lathes at a rate of one every 15 minutes, with only 200 man-hours needed. The same job in Western Europe requires 650-800 man-hours. The survey also indicated the Russians are increasing the already wide gap in standardization of machine tool parts.

At Moscow's ENMIS Institute the professor said, some 1,000 researchers are investigating methods of applying mass-production techniques to machine-tool building. The largest comparable West European facility in Aachen, Germany, has only 100 people.

Too Much Status Quo

Present West-European management, Malman reported, is too interested in maintaining a status quo of low-volume production by artisan methods, high prices and protected markets to make the production changes needed to match Soviet costs. Some higher authority, he said, will have to step in to impose a shift to mass-production on the West-European machine tool industry.

Further moves behind the Iron Curtain to end duplication of effort in the production of all machinery and to specialize by country (see Foreign Perspective p. 23) also can be expected to help Russia and her satellites in building up their lead in machine tool production. If the new program succeeds, Western nations may find themselves faced with competition for the machine tool market on quality also.

Japanese Tie Up with 3 Foreign Rectifier Firms

Tokyo—Three Japanese firms have been authorized to enter technical licensing agreements with foreign firms for the manufacture of power silicon rectifiers.

The license tieups link: Fuji Electric and Siemens of West Germany, Mitsubishi Electric and Westinghouse, and Hitachi Toshiba and General Electric.

Italy Now Makes 'Filon'

Milan—Societa Plastica Vetro Rinforzati has started producing "Filon," a translucent corrugated resin product reinforced with glass and nylon fibers. A production license was granted by the American firm, Filon Plastics Corp.

British Steel Industry Hustles To Cope with Rising Demands

London—The British steel industry, fully recovered from the slackness of a year ago, is now working at 90% of capacity, and delivery times are getting longer. September statistics showed that crude steel output averaged 426,400 tons a week, 9% above a year ago, and only 3% below the average for September 1957, which was the highest September on record.

U. S. Bidding for Steel

Some companies are even experiencing shortages, and the steel strike in the United States is getting much of the blame. The steel industry points out that the supply problem has been aggravated by U. S. buyers' competi-

tion for all available steel on the continent.

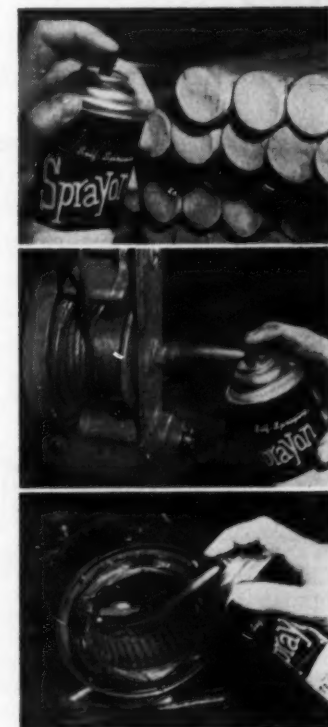
The increased steel output is attributed to a current boom for automobiles and household goods. Car manufacturers have been among the first to feel the supply pinch, with Vauxhall Motors, British Ford and British Motors Corp. reporting shortages of certain sizes. Vauxhall has announced cutbacks of some of its production.

The only section of the British steel industry still searching for orders is that supplying capital goods industries, such as shipbuilding. But mills are reporting slight increases, nevertheless, for the heavier iron and steel mill products.



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AS the old saying goes: No problems, no job. Purchasing agents needn't fret. For as they push the steel situation just a fraction of an inch back on their mental shelves, a new batch of challenges moves to the fore.

Without any attempt at rank, you can spot the importance of these new stumblers from your everyday experience, personal conversations, speeches, meetings, etc. Surely your list will include:

1. The foreign problem: As everybody knows, the nations abroad are offering us many goods in great quantities. Sometimes they're cheaper than U. S. goods; sometimes they are tantalizingly available when our own suppliers are shut down by work stoppages. Do you or don't you buy?

What makes this decision doubly hard is the fact that prices and costs are not the only determining factors. In fact, you're more likely to find yourself in the middle of this management quandary: Are we being penny wise but pound foolish in buying foreign-made goods? To put it another way: Are we—long-range—damaging our own economy by hankering after short-range bargains from foreign shores?

But the puzzle doesn't stop even there. You can evolve a still more elaborate train of reasoning based on the premise that Uncle Sam can't just crawl into his own economic foxhole and leave the rest of the world to the Communists. So where are you now? Right here:

You're in the position of hammering out with your management a policy that must have a sensible kind of flexibility. No one overriding judgment will fit every case every time.

2. Standardization: A few days ago the American Standards Assn. concluded its national conference in Detroit. And yet although standardization is as old as our industrial civilization—the subject is ever new and exciting. Just think of all the many areas where a still better job of simplification and interchangeability are desirable: shipping containers, some types of office machinery, and even in such old standbys as paper and machine tools.

3. New products and materials: It stands to reason that after all the money our nation has poured into capital expenditures all these years, something is bound to come out of the other end of the horn. And so it has—not just a trickle, but an overwhelming flood. Take but a single item among scores of thousands: The new compact cars. Actually, you are going to be a top judge in this contest. Get out the specifications and listen to the salesmen. A big decision is in the making.

4. Internal organization: Here's the newest—and by all odds toughest—problem, because this one involves introspection and personal soul-searching. Briefly, this is what's involved:

As companies continue to grow larger and more complex, they will ask you: Is your personnel adequate—both numerically and in terms of quality? Are your methods up-to-date? Is the integration of your function with other functions strong enough? Would you submit your department to an efficiency analysis—or, indeed, could you devise one?

If problems are job insurance, you've got more than Lloyds of London.

Your Follow-Up File

Issues Orders for Samples

Pittsburgh, Pa.

I read with interest the answers to the question: "What is your policy with respect to the acceptance of samples?" (P.W., "PURCHASING WEEK Asks," Oct. 12, p. 11).

When it becomes desirable to test a new material at our manufacturing plants or research center, we issue a purchase order for the quantity of sample required. All interested company personnel receive copies of the order with complete specifications.

Obviously, our issuance of the order is a guarantee that the material will be appraised for its usefulness to us. In many cases we are not invoiced for such samples, but we never make an issue of the matter if we are invoiced for same.

We would probably take a dim view of a salesman attempting to present us with a sample of his equipment. We would only accept his descriptive literature for study by interested parties, and if an interest developed, we would then issue a purchase order, perhaps on a trial basis.

E. L. O'Meara, Jr.

Purchasing Agent

Harbison-Walker Refractories Co.

N.A.P.A. Has the Books

Louisville, Ky.

I noticed in a recent issue that you would furnish free to members of N.A.P.A. a book entitled "Inventory Management of Purchased Materials."

I would appreciate you mailing me a copy.

L. C. Moore

Purchasing Agent

Corhart Refractories Co.

Purchasing Agents. However, we are in no way connected with the N.A.P.A. Send requests to N.A.P.A. at 9 Park Place, New York, N. Y.

We Have an Aerosol Problem

Waterbury, Conn.

On the center page of your Oct. 5 issue there was some data from the Aerosol Division, Chemical Specialties Manufacturers Association, Inc., (P.W., "What You Should Know About Industrial Aerosols," p. 14).

I would appreciate it very much if you could let us know how we could contact this organization, as we have a problem in our mill with which we think they might be able to help us.

L. Conard

Purchasing Agent

Chase Metal Works Division
Chase Brass & Copper Co.

● It is located at: 50 East 41 St.,
New York 17, N. Y.

Here's the Firm's Address

Pittsfield, Mass.

In the Oct. 12 issue there was an article of "Reed" Board Developed" (p. 27).

It mentioned that a Czech company, Ligna Foreign Trade Corp., is introducing a new thermal and acoustical insulating board on the world market.

Could you give me the company's complete address?

P. S. Demos

Specialist, Materials Engineering
Power Transformer Department
General Electric Co.

● 41 Vodickova, Prague 2, Czechoslovakia.

Conditioning Cost Justified

Lebanon, Ind.

You ran an article in PURCHASING WEEK concerning the method which the U. S. government has developed for justifying the cost of air conditioning office buildings. I would like to have a copy.

Ned C. Boatright
Production Manager
Shumate, Inc.

● The article was: "How Air Conditioning Your Plant Can Pay for Itself," June 15, '59, p. 45.

To See Ourselves . . .

Indianapolis, Ind.

I recently obtained a copy of "Peddler Profiles" by W. H. Bunin (P.W., "If You're in Purchasing, You'll Recognize Them," April 6, '59, p. 18). May I have about 10 copies of this article, as I'd like each of our sales people to have one.

D. L. Rongey

General Sales Manager
Indianapolis Steel Warehouse, Inc.

To Our Readers

This is your column. Write on any subject you think will interest purchasing executives. While your letters should be signed, if you prefer we'll publish them anonymously.

Send your letters to: "Your Follow-Up File," PURCHASING WEEK, 330 West 42nd St., New York 36, N. Y.

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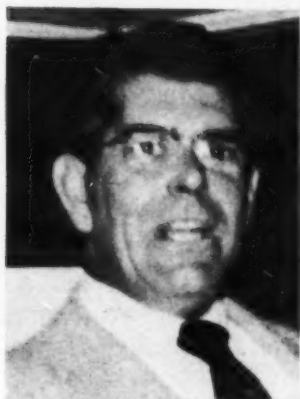
Should expediting be considered a purchasing department function? Why?



L. H. Shippee, director of automotive purchasing, American Motors Corp., Detroit:

"Purchasing is automatically involved in the expediting function, because it is responsible for contractual order commitments and the development of sound vendor relationships. Normally, expediting is necessitated by design changes, advancement of planning department delivery schedules sometimes resulting in cost increases, emergency market shortages, or undue vendor delay. These cases are a change from the original terms and conditions of the

order, and require immediate action by purchasing to sustain a corporate program. However, to serve the best interests of all concerned, expediting should be performed cooperatively between purchasing and the requisitioning department."



Ray Lawrence, purchasing agent, Associated Mfg. Co., Inc., Pasadena, Calif.:

"Purchasing should exercise control over expediting to obtain first-hand information regarding the vendor system and whether delivery schedules are being met. Too often, the vendor becomes confused and resents being contacted by someone other than the person he originally dealt with. Sometimes a mutual understanding between the P.A. and the supplier, not specifically stated on the purchase order, is misunderstood when the expediter is not in close contact with purchasing."



J. T. Schaner, purchasing agent, J. H. Williams & Co., Buffalo, N. Y.:

"Definitely yes. To my way of thinking expediting is part of the process of purchasing an item or items, and this process is not completed until a satisfactory delivery has been effected. I believe that by doing its own expediting, a purchasing department gains first-hand knowledge on what vendors can be relied upon so far as fulfilling delivery promises. Also, lead time on many items can be either reduced or increased based on the experience gained."



L. H. Blanchette, director of materials, Toro Mfg. Corp., Minneapolis:

"Most certainly. Complete execution of the purchase contact includes material delivery to the production facility on schedule. Good organization dictates that purchasing be completely responsible for all processes attendant to and necessary for contract completion. Expedition is most frequently required to accomplish this and the expediting function cannot be feasibly delegated to any other operating group."



F. M. Reinhold, vice president-purchasing, Connecticut Light & Power Co., Berlin, Conn.:

"Since we operate on the basis that purchasing responsibility does not cease until the material is delivered to the right place at the right time, it follows that expediting must be considered a purchasing function. Further, this makes it possible for purchasing people to measure supplier performance with respect to deliveries. Savings obtained by competitive bids can be lost if production schedules cannot be met due to

undelivered materials. Expediting is the important tool that results in materials being on the job when and where required."

Suggest a Question to:

PURCHASING WEEK Asks
330 W. 42nd Street
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THE NATIONAL SCENE



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We Won War, 'Looted Ourselves'

G-E Vice President Tells P.A.'s

District 9 Conferees Hear Full Analysis of Foreign, Domestic Industry Troubles

Springfield, Mass.—Foreign competition and the do's and don't's of foreign buying raised temperatures among 230 New England purchasing agents at the 14th annual N.A.P.A. District 9 conference here Oct. 15.

Labor, management, and government policies drew criticism from speakers and delegates attending the one-day annual purchasing session.

Rap Dual Standards

Some of the New England industrial buyers hit at large companies that "cry 'foreign competition' but at the same time run overseas to build plants." Then, the critics declared, "They import their own foreign-made products back here."

Others blamed labor for pricing U. S. competition out of the market. "Unless my company adopts a buy American policy," said one P. A., "my job is to purchase the best quality item at the lowest possible price, regardless of whether my best buy comes from Hamburg, Germany, Tokyo, or Kalamazoo, Mich. The fact is Kalamazoo labor just isn't giving us the same value as Tokyo."

The Insidious Calamity

But a General Electric Co. vice president indicted both labor and management, along with the U. S. government, for what he termed "this insidious calamity."

Raymond W. Smith, general manager of G. E.'s Transformer Division, slammed Washington for deficit spending. He called for a thorough re-evaluation of



VISUAL AIDS are subject of conversation between J. W. Hoffman, Technifax Corp. president, and T. C. Fecteau of General Electric, at N.A.P.A. District 9 conference, where foreign trade problems dominated the talks.

reciprocal trade policies and foreign aid programs of the United States.

Recalling that America had opened its post-war purse to the tune of \$55 billion in outright foreign aid gifts, Smith said: "Never before has a conquering nation gone so heavily in debt out of concern for its allies and its enemies. We won the war and looted ourselves."

Smith called for a thorough re-evaluation of trade agreements providing for low U. S. tariffs on goods from countries which discriminate against American products.

Labor Must Wake Up

The G.E. executive also turned his attention to labor, calling on American workers to wake up to the dangerous threat of foreign competition.

"There must be an end to raising wages irrespective of prod-

uctivity," Smith said. "Wages now account for two-thirds of all costs and have far exceeded the general rise in productivity."

But unions need not shoulder all the blame, he asserted in his discussion.

Smith seared management for failing to take a firm stand against mounting costs during the post-war boom era. He challenged industry leadership to come up with innovations in terms of skillful management and production efficiencies to keep America ahead.

President Attends

Smith's talk climaxed the one-day New England Conference, which also saw Thomas O. English, N.A.P.A. president, and G. W. H. Ahl, executive secretary-treasurer of the national organization continue their grueling swing around the country visiting purchasing groups.

Other speakers at the District 9 meeting included Edward Bowles, consultant to the president of Raytheon Co., Francis E. Robinson, manager of the Natural Resources Department of the New England Council; and J. W. Coffman, president of Technifax Corp., who exhibited the Massachusetts firm's latest audio-visual communications techniques.

Both Bowles and Robinson predicted growth for New England's economy.

Sees Bright Future

Said consulting engineer Bowles, "New England will continue leading the country's technological advance as long as the government maintains a political and economic policy conducive to a healthy industrial and intellectual climate."

Robinson echoed this forecast on a general economic level, saying: "New Englanders are justified in being optimistic about their economic future."

He credited the exodus of many textile firms as giving the New England area a more balanced economy.

"New England's economy has a good base on which to build," he said. "While there will be no extreme periods of prosperity, neither will there be any overwhelming depression."

Space-Age Processes, Tools

Becoming Widely Available

Many new materials, processes, and machines—originally tailored for rocket requirements—are now commercially available to purchasing agents for profitable application in non-military industries.

South Gate, Calif.—Aerospace manufacturers may soon be able to switch to cost-cutting hot-rolled steel for aircraft and missile structures.

Anadite Inc., chemical milling firm, has come up with a new resurfacing process to eliminate pits and scaling and thus provide hot-rolled sheet with aircraft-quality tolerances.

Missile makers, the company said, needed as many as eight pieces of cold-rolled stainless steel to make a part that now can be produced from a single "Chem-Size" processed hot-rolled sheet at a fraction of the cost.

Los Angeles—Missile bodies and launching equipment require large multiple hollow extrusions to house electronic control systems, and Harvey Aluminum has now claimed the record for the largest such shape ever made.

Using a 12,000-ton hydraulic press, Harvey has extruded a 24.190 x 2.485-in. shape that it then fabricates into modular cabinet assembly for an electronic control system.

Originally designed as a built-up aluminum section using sheet, plate, and small extrusions, the one-piece extrusion, say Harvey engineers, has cut manufacturing costs.

Denver, Colo.—Cook Batteries is turning out a new high-output (145 amp. at 28 volts) silver-zinc primary battery for missile auxiliary power units.

Activated automatically by a solid-propellant gas mechanism, the new battery has a 250-amp. maximum current, a 14-minute

discharge time, and maintains capacity rating for more than 12 hours after activation.

The battery has 20 cells of special foil plate construction that are sealed against leakage and contamination.

A 2.0-second activation signal of 4-amp. 28 v. ignites the solid propellant that creates gas to force the electrolyte into the cells.

Cook claims its new cell will withstand 50-g. acceleration, a 100-g. shock, and 5-g. of vibration. Thermostatically controlled heaters are part of mechanism.

The Cook battery, with a five year pre-activation shelf life, weighs 43 lb., measures 8.5 x 10.6 x 8.5 in. It is available in stainless steel, aluminum, magnesium, and plastic laminate casings with standard or special terminals, connectors, and mounting configurations.

East Aurora, N. Y.—Moog Servocontrols Inc. has launched volume production of acceleration switching valves for "a major operational missile."

The electrohydraulic switching valve system, according to the company, offers these advantages over conventional servovalves:

- Resolution of less than one part 10,000 on maximum valve input signal.
- Constant 90-degree phase shift for frequencies as high as half the switching frequency.
- Double integration in the forward path of the switching servo loop permits infinite static stiffness.
- High tolerance contamination.

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Pulverized Materials Move Fast in This Trailer

Delta Tank Manufacturing Co. Claims That 'At Least 48 Materials' Can Move This Way

Baton Rouge, La.—A Southern transport equipment producer claims that a pressurized highway trailer, originally designed to haul dry cement, also can cut costs for bulk users of many other pulverized materials.

Officials of Delta Tank Manufacturing Co., Inc. here say recently-completed operational tests show the dry cargo trailer can haul and pneumatically discharge "at least 48 pulverized materials ranging from baking flour to detergent powders and sodium bicarbonate."

Hal S. Phillips, president of Delta, a wholly-owned subsidiary of General Gas Corp., points out that materials which can be handled by the highway transports are used in bulk quantities by thousands of companies in such industries as food, construction, metals, chemical, plastic, paint, rubber, petroleum, fertilizer, petrochemical, drug, and cleanser.

"Initial economies inherent in this type of pressurized bulk

transport are resulting in inquiries from shippers of still more pulverized products, he notes. "They want to know if our pneumatic trailers can transport and discharge their pulverized raw or finished products. Tests are being conducted on an almost daily basis."

The trailers, which outwardly resemble large petroleum products tank-trucks, are filled at pro-

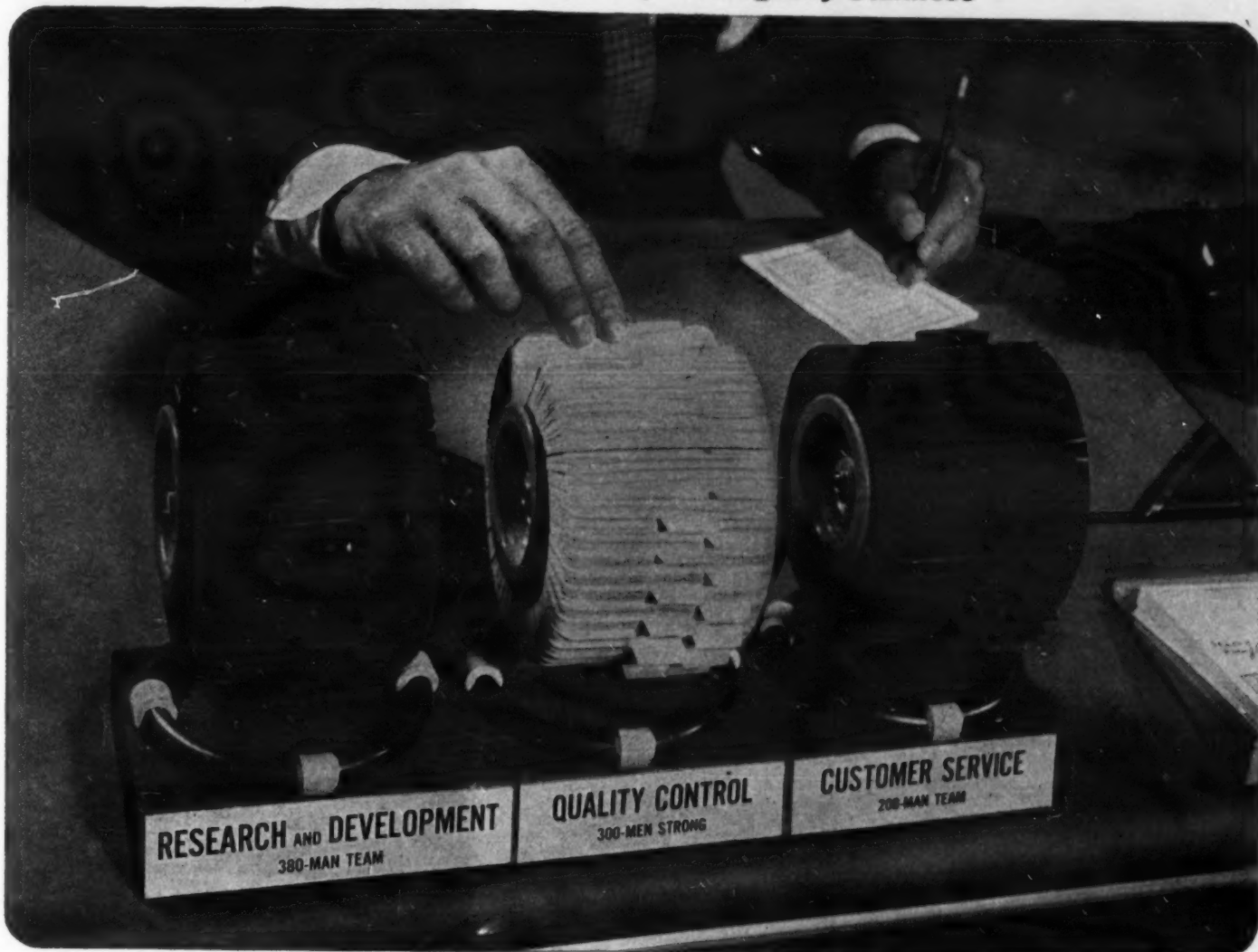
duction or bulk distribution centers through weather-proof top openings. Capacity of the transports is limited only by highway weight restrictions in various states.

Some of the pulverized materials that can be hauled in the trailers include alum, ammonium sulphate, bauxite, borax, barite, calcium carbonate, carbon black, chalk, chromite, cyanamid, feldspar, flour, lime, magnesium oxide, ores, clays, starches, talc, synthetic resins, zinc oxide, and others.



PULVERIZED PRODUCTS of various kinds now can be transported in this pressurized trailer which was originally designed to haul dry cement

Experience—the added alloy in Allegheny Stainless



At the fingertips of your A-L Salesman ... and at your service

In these card index wheels ready for action are the three teams of engineers and service personnel who back up your Allegheny Ludlum salesmen—the largest group of specialists in depth in the specialty steel business.

These teams, a total of 880 engineers and service people ready to help on any special problem, consist of these three groups:

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300 Quality Control men who rigorously test raw materials and each phase of manufacturing, pass on

the finished product to assure you of Allegheny Ludlum quality in your steels and alloys.

200 Customer Service men who understand and solve customers' special problems, eliminate extra work on ordering and billing, answer inquiries promptly—act as your expeditor.

These are the men behind your Allegheny Ludlum salesman. Let him put the right specialist from 880 engineers and service men at your service when needed... whether it be something new, special or different, or for your regular requirements for top quality stainless, tool or electrical steels. *Allegheny Ludlum Steel Corporation, Oliver Bldg, Pittsburgh 22, Pa.*

California Manufacturer Claims New Process Will Slash Costly Steel Use

South Gate, Calif.—A new process called Chem-Size has been developed by Anadite, Inc. that will enable aerospace manufacturers to use less expensive steel for critical aircraft and missile structures.

The national chemical milling firm says that hot rolled stainless steel, previously considered unusable because of poor surface conditions, now is being resurfaced by the Chem-Size process to eliminate pits and scale and provide aircraft quality tolerances.

The new process more than doubles the size of parts which can be fabricated from single pieces of material.

ALLEGHENY LUDLUM

Export distribution: AIRCO INTERNATIONAL

EVERY FORM OF STAINLESS... EVERY HELP IN USING IT





1. REGISTERING of prospective buyers in each of to receive "paddles" that give them the right



4. INDOOR EQUIPMENT, including items such as during auction's opening two hours (which ori



6. PRODUCTS VARIED from heavy cranes and ro expensive surplus clothing items including ove

Purchasing in the 60's: They're Buying by TV

Uncle Sam has turned to the latest technique for bringing widely scattered purchasing men together to weigh the values in surplus government equipment. TV originated simultaneously in Shelby Air Force Depot, Shelby, Mo.; U. S. Army Granite City Engineer Depot, Granite City, Ill.; U. S. Naval Base, Philadelphia, Pa. Purchasing men watched in New York, Chicago, Philadelphia, Boston, Columbus, and St. Louis.



cities authorizes viewers bid on anything offered.



2. **HEAVY EQUIPMENT** such as this six-and-a-half-ton scraper is typical of what was available to buyers at U. S. Army Granite City Engineer Depot.



3. **HOW IT LOOKS TO BIDDERS.** On a full-scale, theatre-sized screen, viewers watch from seats in Manhattan Center in New York City.



se specially-designed diesel engines, brought bids of \$61,747 (ed, in part, at U. S. Naval Base, Philadelphia Naval Shipyard).



5. **MAKING A BID** is a simple matter for would-be buyers. They attract attention of sub-auctioneers at each site by waving "paddles." Local auctioneer relays offer by two-way radio to chief auctioneer at the selling location.



ilding equipment to less s, scarfs, and snowshoes.



7. **AUCTIONEER'S CHANT** from Wilkins Air Force Station, Shelby, Ohio, is heard simultaneously by buyers in the six viewing cities as he picks up bids.



8. **CLOSING THE DEAL** is fulfilled by signing purchase form agreeing to make payment within one week. No money is paid at site.

Temco's Pitch: 'You Name It, We'll Make It'

Dallas—What does a company do when its sales just run away from capacity? That's one problem that Temco Aircraft Corp. of Dallas will be glad to answer. And in answering the problems of other manufacturers, Temco will solve a problem of its own.

Defense department phase-outs and stretch-outs have idled almost 15% of Temco's plant capacity. But not for long. Temco President Robert McCulloch has come up with this plan:

For companies that have to get more capacity but don't want to go to the expense of expanding, he has set up an Industrial Division within his company that will provide a complete manufacturing and assembly service to commercial products manufacturers. Temco's plan is said to provide the only large-scale manufacturing facility now available for firms that want to move into Southwestern markets but don't care to build.

Ready to Solve Problems

McCulloch says, "Many companies with successful products are faced with the problem of acquiring new floor space, machinery, skilled men and financial backing for quick expansion to meet production schedules. We already have all these, plus experienced management, and can manufacture, assemble and ship these experimental commercial products to their distributors."

"Such an arrangement will benefit both of us. We can keep our skilled men and their machines busy, and the company that has oversold its production can meet schedules without the expense of expansion."

\$100 Million

Temco has been doing \$100 million worth of manufacturing business annually in the aircraft, missiles and electronics fields. The firm has more than 2-million



MAIN BAY of Temco's Grand Prairie plant is scene of F3H assembly. Firm has thousands of square feet of floor space now available for use.

sq. ft. of floor space, with approximately 250,000 sq. ft. now available for commercial activities.

McCulloch pointed out that Temco has, in past years, done much commercial manufacturing, and this experience provides the potential for the company's new undertaking.

Leon Mason, manager of the Industrial Division, says that in addition to providing production capacity, Temco has extensive research facilities to offer its customers. Its experimental engineering department which he managed prior to his new appointment, includes chemical, metallurgical, instrumentation and structural laboratories. Temco also has a complete shop set-up—machine, wood, plastic, sheet metal fabrication, and electronics fabrication. Mason says that the aircraft industry generally is ahead of other industry in metal fabrication techniques, a further advantage for Temco customers.

The firm has no foundry or forge facilities, but these are readily available.

Mason points out that Temco Industrial Division can provide its customers substantial savings

in time, capital outlay, and transportation costs.

"Say a manufacturer needs plant capacity of around 100,000 sq. ft.," he says. "At an average cost of \$10 per sq. ft. for his plant, he must spend \$1 million for the building alone. Land (and he would need seven or eight acres for such a plant to provide parking, etc.) would cost him around \$120,000 in this area. Loss of potential profits over the two years it would take to build the plant and get into full production could easily add up to another million, so that he would have \$2.5 million invested in his plant by the time it was in operation. In addition, he would have the expense and trouble of locating skilled employees in the area, and would have to move some of his management people here to take over."

Savings in Transportation

"Savings in transportation can be substantial and can come from the shorter distances involved for Southwestern distribution and also from the difference between high-density shipments and bulky ones. Take refrigerators, for example. The manufacturer could ship us the components and we could do the sheet metal fabrication and assembly here."

"We know of a West Coast firm that imports most of its materials from the East Coast, manufactures its product, then ships it back to distributors in the East. We could easily save such a manufacturer several weeks in transportation time, in addition to reducing his inventory and warehousing costs."

The 'Innovator'

Mason is known as an innovator. Back in the late 1940's the company received a contract to assemble 2,000 tractors, and he conceived the idea of using an overhead conveyor.

"I was told it couldn't be done," Mason says, "but at a cost of only \$300 I devised a system that would make it feasible. Temco was the first factory in the United States to build tractors on an overhead conveyor. A major tractor manufacturer later asked for and received permission to copy this plant idea."

Mason sees Temco's service as best suited to the major manufacturer who needs a regional plant facility quickly, or without capital investment, and to the small manufacturer with a good product, and a good sales and engineering staff but limited

with its manufacturing capacity.

Commercial manufacturing will be done at Temco's Garland plant, which it owns. Airframe manufacturing is done both at Garland and at a second plant in Grand Prairie, which is leased. Total employment is 6,500 (down about 2,000 from the first of the year).

Temco was organized in 1945 as Texas Engineering and Manufacturing Company, Ltd., and its first contracts were to manufacture civilian aircraft, assemblies for military aircraft, and 27,000 popcorn vending machines.

The company organized a General Products Division for handling production of such items as mail boxes, venetian blind clips, metal window frames, aluminum suitcases, tractors, soft drink dispensing machines, truck bodies, and many other commercial products.

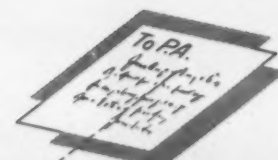
Switch to Aviation

By 1950, however, Temco had turned primarily to aviation products and in 1952 the company name was changed to Temco Aircraft Corp. since production was then devoted almost 100% to aviation products.

Current airframe operations include manufacturing the B-52 fuselage section for Boeing (this is their major contract), wings for the Lockheed F-104, wings for Raytheon's Hawk missile, wings for the Lockheed P2V-7, fuselage sections of McDonnell's F-101, as well as its own Corvus missile (Navy).

Since the manufacturing service was first advertised a month ago, Temco has bid on, and signed, one contract. It is for modification work on air conditioner components.

Current negotiations include a major firm which has oversold its production capacity.



MANAGEMENT MEMOS

Materials; Big 'M' In Management Assets

There has been a rash of interested groups extending the so-called three "M's" of management assets—men, machinery, money—to their own promotional ends. Just as recently as last month an article in a very worthwhile publication extended the three "M's" to four "M's" with the addition of "markets."

Purchasing men probably don't have an argument with any group putting in a plug for themselves by expanding the old three "M's" theme. As a matter of fact, purchasing groups might draw some publicity attention their own way—and still be more consistent to the themes of the original three "M's". How about men, machinery, money and materials? It is easy to list reasons why this last big "M" belongs.

Ike Sees P.A.'s As Inflation Battlers...

A comment on the purchasing profession made some time ago by President Eisenhower carries a hard-core thought that packs a timely impact—P.A.'s are front-line inflation battlers...

Said Eisenhower, "In our marketing economy the skill and responsible participation of purchasing agents play a key role in our nation's prosperity... in helping to restrain inflationary forces to make commerce contribute to the advancement of our people and friends abroad. They add strength to the foundation of peaceful trade."

FREE HANDBOOK!

brings you the latest facts about fastening with rivets... tells you how and why riveting speeds assembly at lower cost.

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Smaller Temporary Spare Saves Trunk Space

Akron, Ohio—A spare tire that takes only half the space of an ordinary tire has just been unveiled by the Firestone Tire & Rubber Co. The "Tempa Spare" is a miniature pneumatic tire (22-in. in diameter as opposed to regular 27-in.) that gives a car ample support until the damaged tire can be repaired or replaced. It was designed to cut down on the trunk space required by conventional spares. New car manufacturers are considering it for possible use as original equipment on new models, but no definite decisions have been made.

Midwestern Purchasing Agents Grapple with Supplier Question

Cleveland—How much pressure should a purchasing agent put on his suppliers to cut costs?

Midwest purchasing men heard two answers to this question at separate meetings of the Grand Rapids and Cleveland Purchasing Agent's associations last week.

W. H. Williams, supervisor of production parts and mill supply purchases for Eaton Mfg. Co., told Cleveland purchasing agents to think of cost-cutting as an "obligation."

"Never be ashamed to talk with your suppliers to get reduced costs on their products," said Williams. "It's part of your duties to get your costs down—even if you have to pressure some of the suppliers' suppliers."

Williams cited an example involving one of Eaton's long-time suppliers.

"We liked their product, but the price

was going too high," he said. "After we pointed out that we could buy the same product from B company at a much lower price, A looked around and found ways to improve its operations and efficiency so that its price to us was reduced instead of increased."

"It's in areas like this," Williams continued, "that the purchasing agents' greatest services lie."

But on the other hand, don't be so much of a penny-pincher that you destroy the new product incentive of suppliers, declared an Akron rubber executive, James C. Richards, vice president of B. F. Goodrich Industrial Products Co.

In his plea for caution, Richards warned purchasing agents' "penny-pinching" not only can hurt suppliers but also do a disservice to their own companies.

Richards told the Grand Rapids purchasing group that while efforts to wring the last penny out of suppliers' profits may make a hero out of the over-zealous purchasing agent, it could also force supplier companies to cut back on costly research and development programs.

Some buyers said Richards, repeatedly do business with "follow-the-leader" suppliers—firms that do "little or no creative work on their own."

"Because the follower—the tail ender—has no element of research in his costs," Richards went on, "he can consistently undercut prices."

Richards said many of these "copy-cat" products are being funneled into the U. S. from foreign producers who take advantage of cheaper labor and materials.

"The purchasing agent who gives preference to imports for reason of price alone," he said, "will find in the end that his own company's position will be threatened by the same kind of thinking, magnified a thousand times by other purchasing agents."

Milwaukee P.A.'s Program Locates Hard-to-Get Steel

Milwaukee—The Milwaukee Association of Purchasing Agents is setting up a program to help members locate hard-to-get steel.

The Association will compile a monthly list—for members only—of 265 companies in the area and the types of steel each company is willing to sell or trade.

Plans for the program were approved at the Association's Oct. 13 meeting, which featured Inland Steel Co. President John F. Smith, Jr., as guest speaker.

Smith warned that any inflationary settlement of the steel situation would only serve to augment the current economic threat from abroad. This threat, he said, is behind the steel industry's refusal to grant higher wages at this time.

Syracuse P.A. Delays Award Of Dairy Products Contract

Syracuse—City purchasing agent Albert Ross has been ordered to delay award of a contract for \$200,000 worth of dairy products until a pending study of milk purchasing procedures is completed.

Mayor Henninger requested the study after learning that only one bid was received on the large dairy contract. This was submitted by the Syracuse Milk Dealers, Inc., representing various milk dealers in the community.

Biggest items in the contract are 1,180,000 half-pints and 1,170,000 third-quarts of Grade A homogenized milk. The bidder offered to supply the half-pints for 7¢ each and the third-quarts for 9¢.

The Military Badgers Industry to Provide More for the Dollar

Los Angeles—Military procurement chiefs are badgering manufacturers to:

Provide "greater defense" per dollar.

Increase research and development programs and shorten production lead time.

Army Chief of Ordnance Lt. Gen. John H. Hinrichs pleaded for lower production costs to aid the defense effort last week in an appearance before the Army Ordnance Association here. Calling on manufacturers to provide more weapons per procurement dollar, Hinrichs said the increased variety and complexity of modern warfare is mushrooming defense costs. He also said inflation is partially responsible for rising costs of weapons and equipment for the United States defense forces.

Small Wars Likely

Although he doubts the likelihood of an all-out nuclear war, Hinrichs said "we would be utter fools, or criminally dishonest, if we did not recognize and admit that another war may break out at any time."

The United States, continued the General, will have to use the weapons at hand to fight limited wars that are likely to erupt.

In accordance with that thinking, he said, the Army this year is spending about three times what it did last year in the procurement of conventional (non-missile or atomic) weapons.

Calls for Stepped-Up Research

Hinrichs called for stepped-up research and development programs and shortening of lead time so that "when and if a war comes we can immediately finalize our designs on certain items and get mass-production on them as quickly as possible."

Hinrichs stressed the importance of quality and on-time delivery of material produced for Army Ordnance. Fulfillment of the nation's military requirement, he added, depends on development of "a personal sense of the urgency and importance of the work we are doing for the nation's defense . . . in all our (business) organizations, from our vice presidents down to our floor sweepers."

Washington State County Casts Vote For 'Buy American'

Ephrata, Wash.—Grant County Public Utility District officials adopted a "Buy America" policy in asking for bids on six 194,000-kva transformers for the Columbia River, Wanapum and Priest Rapids Dam projects.

District contract documents assert that "repairing and servicing of the transformers can be handled most expeditiously and to the best advantage of the district if done in the United States."

"Therefore," the contract continues, "consideration will be given only to bidders manufacturing transformers in the United States and having their principal manufacturing facilities in the United States."

5 for Wanapum Dam

Five of the transformers, on which bids will be opened Nov. 30, will be used at the \$200 million Wanapum Dam. The sixth, with adaptors, will be used at either Wanapum or as a spare at the Priest Rapids Dam, now nearing completion downstream from Wanapum.

English Electric Co. supplied turbines and generators for Priest Rapids. Wanapum, however, is being built with domestic equipment only.

Rails and Trucker Offer Joint Rates

New York—Four Eastern railroads and a Long Island trucking firm plan to offer joint rates on piggyback shipments between Hoboken, N. J., and such cities as Buffalo, St. Louis, Louisville, and Chicago.

The plan, aimed at winning back business from motor carriers, will go into operation on Nov. 20. The truck line will move the freight to about 300 points on Long Island.

Single Bill of Lading

The joint rates will enable a shipper to move goods by two means of transportation on a single bill of lading it was announced.

The railroads involved are the New York, Chicago & St. Louis, the Delaware, Lackawanna & Western, the Chicago & Eastern Illinois, and the Monon. The truck line is All Freight Transportation Co., Inc.

Another **PLUS** value...

**SIMPLIFY
DRIVE
SELECTION**

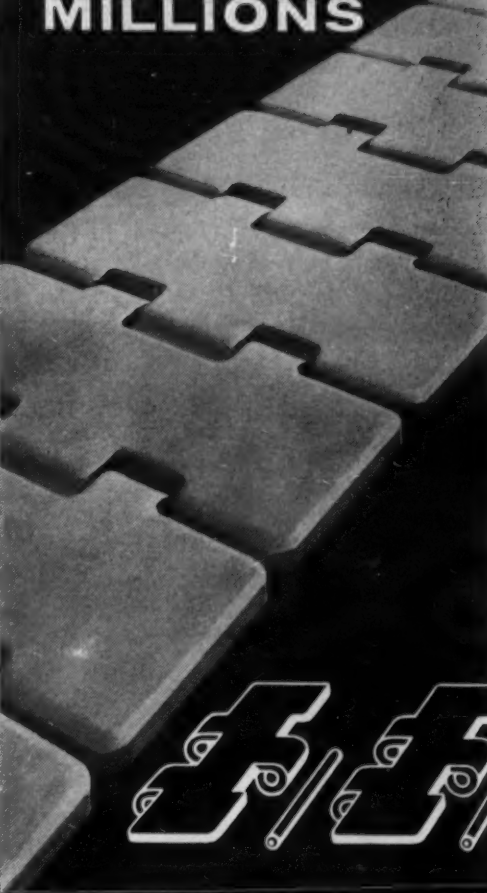


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Here's your weekly guide to . . .



Flooring Epoxy

Stronger Than Concrete

Epoxy resin flooring compound suitable for new flooring and patching. It is stronger than high strength concrete, has excellent resistance to exposure and to acids and alkalis. Comes in clear, gray, red iron, and green. Dries in 24 hr.

Price: \$9.10 gal. Delivery: immediate.

Clinton Co., 1210 Elston Ave., Chicago, Ill. (P.W., 10/26/59)



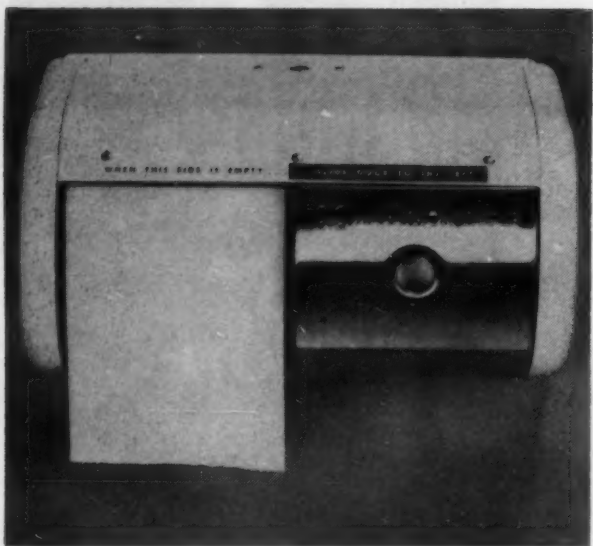
Roller-Stencil

Puts Markings on Packages

Roller stencilling tools apply package markings on both porous and non-porous surfaces. Foam rubber roller is ink-fed through a squeezable plastic handle, eliminating need for an ink pad. Black, red, blue, and green inks are available for porous surfaces and black, yellow, white, red, orange, blue, and green can be used with non-porous areas. Stencil is cut from oiled board which resists deteriorating effects of stencil ink.

Price: \$10.95 to \$18.95. Delivery: immediate.

Diagraph-Bradley Industries, Inc. Herrin, Ill. (P.W., 10/26/59)



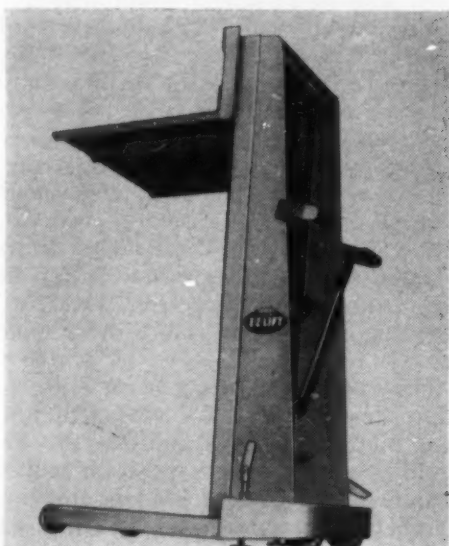
Tissue Dispenser

Holds Spare Roll

Twin-tissue dispenser is made of heavy-gauge metal. When one compartment is empty, user slides door and new roll of tissue is ready for use. Eliminates need to store extra tissue in washroom and keeps last sheets from being wasted.

Price: \$3.50. Delivery: immediate.

Marathon Div., American Can Co., Menasha, Wis. (P.W., 10/26/59)



Lift

With 1,000-lb. Capacity

Hand hydraulic lifts available in lifting heights of 57, 67, 77, and 87 in. Units have a capacity of 1,000 lb. Other features include a 26x26-in. platform, dual foot operated floor locks, rear swivel casters for maximum maneuverability, dual lifting chains, 36½-in. wheelbase, 46½-in. turning radius, and 7½° grade clearance.

Price: \$227 to \$377. Delivery: 2 wk.

Crown Controls Co., Inc., 40-44 S. Washington St., New Bremen, Ohio. (P.W., 10/26/59)



Shaping Tool

Does Many Jobs

Portable shaper uses a variety of bits, cutters and arbors to perform wood-working operations. Available are beading bits, inlay cutters, spindle carving cutter arbors, rounding over bits, and radius cutters. Expected to find use in furniture manufacture, pattern shops, and boat building.

Price: \$85. Delivery: immediate.

Black & Decker Mfg. Co., Towson, Maryland (P.W., 10/26/59)



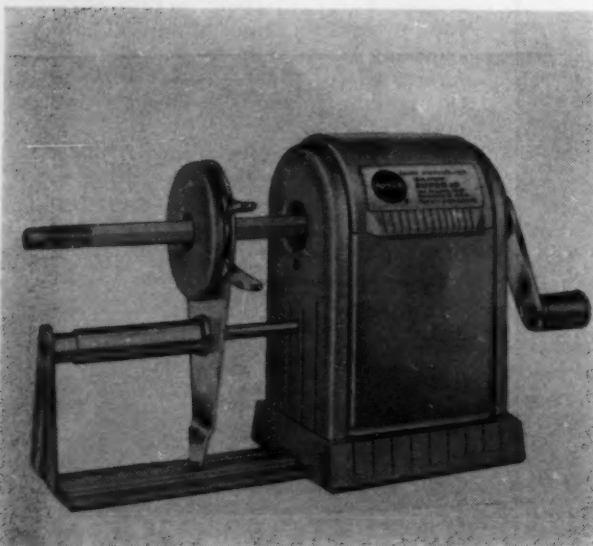
Fire Alarm

Has No Moving Parts

Heat sensitive, self-pressurized fire alarm has a visual glass eye monitor, indicating liquid level. It is UL approved for 1,500-ft. of tubing in a single one horn system. It contains no moving parts or batteries and sounds a blast of noise lasting 15-20 minutes that can be heard for ¾ mi. Available in fixed temperatures of 136 F. and 174 F. When temperature reaches operating point, pressure is released to activate horn.

Price: \$32.95. Delivery: immediate.

Standard Fire Alarm & Signal, Inc., 100 York Rd., Jenkintown, Pa. (P.W., 10/26/59)



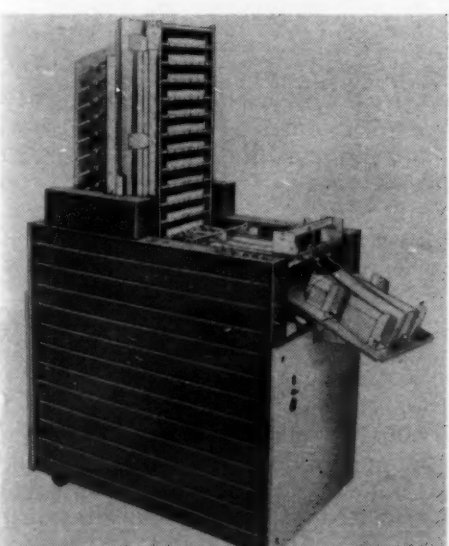
Pencil Sharpener

Permanent or Portable

Pencil sharpener can be permanently fastened or can sit on base pad. Has a 3-position stop for fine, medium, or blunt points and automatic feed chuck. Available in 5 colors. When pencil hits stop it will not feed any longer; thus saving further waste.

Price: \$10.50. Delivery: immediate.

Apsco Products, Inc., P. O. Box 840, Beverly Hills, Calif. (P.W., 10/26/59)



Collator

Gives Automatic Operation

Fully automatic office collator gathers duplicated sheets at production rate of 6,000 sheets per hour. Can be set for feeding any number of stations up to 12, and it can be set to temporarily skip certain numbers. It can hold any size sheet of paper from 3x5 in. to 11x14 in. If a sheet misses or doubles the machine stops instantly. Each station holds approximately ½ ream or 1¼-in. of paper.

Price: \$2,850 (stapling attachment \$600 extra). Delivery: 30 days.

Thomas Collators, Inc., 100 Church St., N. Y., N. Y. (P.W., 10/26/59)

New Products

Another PURCHASING WEEK service: Price and delivery data with each product description.



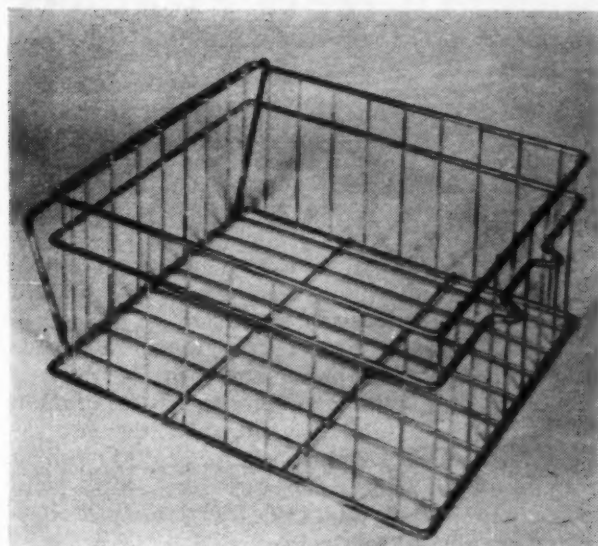
Marking Devices

For Any Surface

Three marking devices solve 90% of industrial marking problems. No. 133 writes on all surfaces using heavy lacquer-base ink. No. 127 writes on nonporous surfaces with opaque ink. No. 126 uses colored translucent ink on any surface.

Price: \$1.79 (#133), \$1.89 (#127), \$1.59 (#126). Delivery: immediate.

Speedry Chemical Products, Inc., P.O. Box 97, Jamaica 18, N. Y. (P.W., 10/26/59)



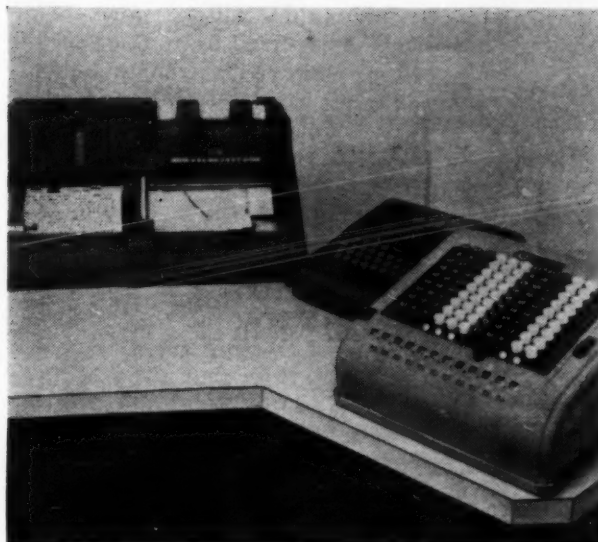
Dipping Baskets

Hold Small Parts

Dipping baskets hold small parts for material handling, plating, degreasing, etc. Baskets are available with either large or small mesh or in expanded metal. They come in a range of stock sizes and can be manufactured to specification.

Price: From \$2. Delivery: immediate to 45 days.

Metropolitan Wire Goods Corp., N. Washington St., and George Ave., Wilkes-Barre, Pa. (P.W., 10/26/59)



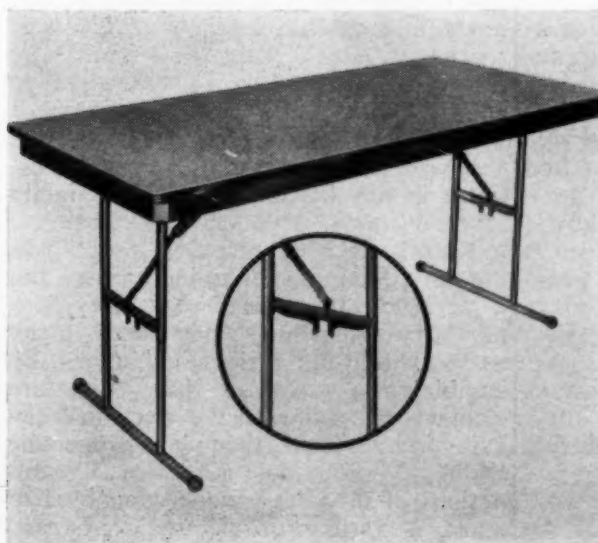
Card Punch

Eliminates Step

Card punch eliminates an operation by producing punched cards as a by-product of required calculations. It is used in conjunction with an IBM key punch. It is small enough to fit on a desk, and may be operated by comptometer operator without extra training.

Price: \$1,595. Delivery: 30-120 days.

Comptometer Corp., 1735 N. Paulina St., Chicago, Ill. (P.W., 10/26/59)



Table

Height Adjusts

Folding table adjusts from 30-in. to 40-in. height in 1-in. increments. Made of 18-gauge tubular steel welded and riveted at points of stress and available with plywood, hardboard, and Marlite tops. Legs fold and lock into place.

Price: \$43.50 to \$98.50. Delivery: immediate.

Foldcraft Co., Mendota, Minn. (P.W., 10/26/59)

Oct. 26-Nov. 1

Product Perspective

New and Improved Electric 'Mousetraps'

The electrical equipment manufacturers continue to produce a never-ending stream of equipment to meet industry's needs. Thus at the 16th Electrical Progress Show (Phila., Oct. 13-15) a raft of new and/or improved "mousetraps" again was in display. Among the new and arresting development projects were Exide's electric truck and Westinghouse's thermoelectric generator.

● **Exide exhibited a battery-powered street delivery truck** designed by the Cleveland Vehicle Co. Exide is banking heavily on a return to electric power for certain types of city fleet vehicles—and possibly small cars.

The model shown was designed for dairy or bread deliveries. The truck is rated for 3,000-lb. capacity—can hold 175 cu. ft. **The current price tag is \$8,000, almost half of which goes for the battery and charger.** It has a range of about 50 mi. **Exide claims that the truck can be run for about 7½¢ a mile—amortization over a 6-7 year period included.**

One of the main advantages of the truck is ease of maintenance. **The body is all plexiglas and needs little attention.** The electric motor is virtually trouble-free and complicated transmissions and universals are unnecessary. **Exide says maintenance on units already in operation has averaged under 3-hr. per month.** The price should drop with a higher production rate.

● **Westinghouse showed a model of its thermoelectric device which can turn electricity into heat or cold.** Still in the development stage—here again price is the big barrier. The thermoelectric production of electricity is the reverse of the familiar thermocouple which turns heat (as in a furnace) into electricity (to register on a meter).

The thermoelectric generator has no moving parts, makes no noise, can be adapted to any conceivable size or task. Westinghouse (and other major electric equipment producers) has high hopes for early commercial applications. Prototypes of a bottle warmer and a hostess tray have been shown publicly—but **the commercial debut of the full-size refrigerator is the event eagerly awaited.** Westinghouse says it won't be long.

Evident electrical trends at the Philadelphia show included:

● **Motor controls**—are getting smaller, easy to maintain (with fewer moving parts). Several manufacturers are offering **switchboards that combine all electrical functions—lighting, control, etc.—in one place.** They claim such installations are easier to install and service.

● **Protective devices**—switch to circuit breakers becoming more and more pronounced. Companies say it is only a question of time until **almost all new installations use breakers.** Combination breakers and fuses are being used when very high capacity protection is needed. Breaker controls lower-level interruptions that can be caused by temporary current surges—fuses take over for occasional major faults.

● **Conduit—the aluminum versus steel fight is in full swing.** Each side is giving plenty of arguments proving why one material is better than the other. **Aluminum conduit was 50% higher than steel only five years ago—now it is 8% cheaper.** Installation costs of aluminum usually run substantially less. **Independent observers say that they see an open road ahead for aluminum in this field—in two to three years they claim it will account for the majority of installations.** **Plug-in bus ducts haven't been moving like wildfire.** Many companies don't seem to want to spend the additional money to gain the flexibility it offers. They want to get the building up now—worry about the future later. Odds are that the plug-in systems will have a slow but steady growth.

● **Cable—this time its aluminum versus copper.** Aluminum looks like the winner in all but low voltage, insulated wire. It won't pay on the insulated cables because a larger aluminum cross section is needed to carry the same current as copper—and this means more insulation.

● **Fittings**—some refinements of existing products. Integral bushings on fittings eliminate need for manually inserting them. **Solderless connectors simplify plant electrician's job.** They are quickly applied with simple tool resembling a pliers. Terminals are pre-insulated and need no taping.

● **Lighting—Luminous ceilings take the current spotlight for plant office lighting.** Newest models use plastic sheets to defuse light from fluorescents. Other manufacturers are showing recessed and shallow-depth fluorescent fixtures for both the office and production area.

Flourescent bulbs are getting more and more powerful. G.E.'s newest "powergroove" gives three times the output of the original slimline tube—at only twice the price.

Mercury vapor lamps are getting the nod for production areas. No longer confined to high bays, some of the newest color-corrected lights are being used in 20-ft. bays. **G.E.'s newest lighting source, the quartzline tube (see P.W., July 6, p. 29) is still in the application stage.**

Your Guide to New Products

(Continued from page 19)

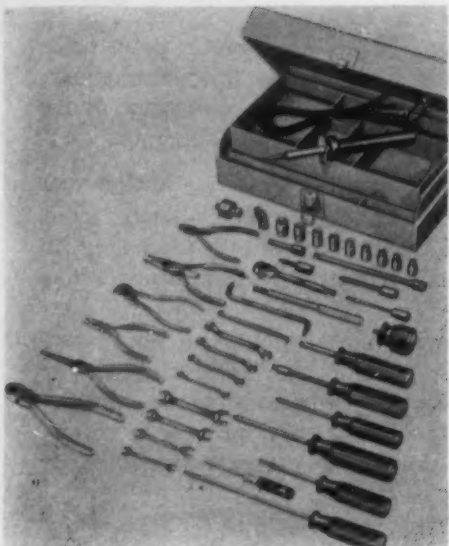


Planer Conversion

Modernizes Old Machine

Planer conversion converts slow or under-powered planer to a high capacity machine. Main element is high capacity milling head that is rated at 30 hp. at 900 rpm and 15 hp. at 450 rpm. Machine changes required are essentially a matter of providing milling feed rates for the table and motorizing the crane-rail. It has all necessary features to use carbide tooling.

Price: \$5,750. Delivery: 4-6 wk.
Veet Industries, 25753 Groesbeck Highway, E. Detroit, Mich. (P.W., 10/26/59)



Tool Set

Designed for Electronic Assemblies

Tool kit is specially designed to speed maintenance and assembly of electronic assemblies. Slim, light-weight wrenches slip into close quarters and screwdrivers with tips the same width as shanks allow drivers to follow screws below surface. Kit of 43 tools includes ratchet wrenches, open end and bocart wrenches, screw drivers, pliers and cutters, screw starter, soldering iron, etc. Entire set is packaged in metal box.

Price: \$92.20. Delivery: immediate.
Snap-on Tools Corp., 8137 28th Ave., Kenosha, Wis. (P.W., 10/26/59)



Time Clock

Easy to Install

Automatic imprint "in" and "out" time recorder can accommodate a varying number of employees on irregular work schedules. It is as simple to install as an electric clock and prints on conventional time cards. Single-color day and time impression is automatically printed when the card is inserted and automatically positioned on the correct line each day. P.M. hours are indicated by underscoring the day character.

Price: \$175. Delivery: immediate.
Stromberg Time Corp., Thomaston, Conn. (P.W., 10/26/59)



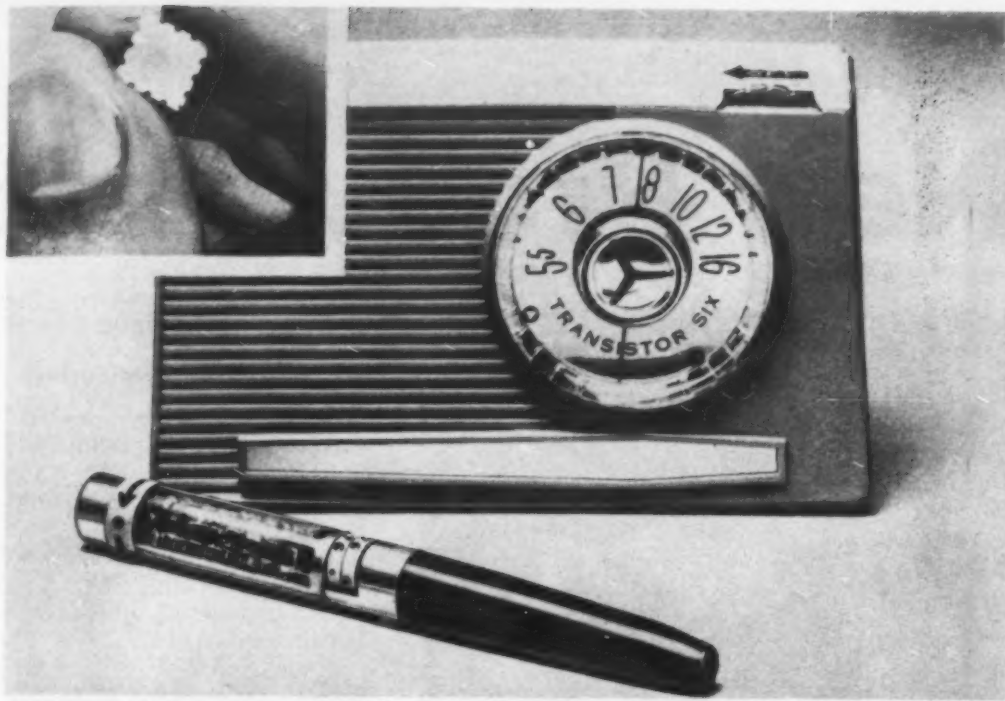
Infra-Red Heater

Is Gas-Fired

Instant infra-red heater warms the man and the job but not the air. Operated indoors or out, it works on bottled propane gas and can be directed on specific areas. Heaters are available in 3 sizes—smallest weighs 8 lb., puts out 16,000 Btu at cost of about 5¢ hr.; largest size is rated at 36,000 Btu and operates for under 15¢ per hr. Small unit works 26 hrs. on a 20-lb. cylinder, large unit runs 60 hr. on 100 lb.

Price: \$53.30 to \$197.40. Delivery: immediate.

Perfection Industries, Div. Hupp Corp., 1135 Ivanhoe Rd., Cleveland, Ohio. (P.W., 10/26/59)



PEN-SIZED radio receivers are but a few years away because of the tiny ceramic wafer circuits (inset) of alumina—powdery oxide from which metallic aluminum is made.

Aluminum Holds Its Own as Workhorse Used in Development of New Products

Aluminum is holding its own in new product development despite the fact that exotic metals like titanium and columbium are making the headlines. Aluminum products aimed at many markets have appeared in the last few weeks. Worth watching are:

- Sheets aimed at accelerating building industry use of aluminum. Alcoa is selling them in coils or flat sheets at prices competitive with galvanized steel and kindred major building materials.

The new product is being fabricated from one alloy, which will replace a host of other sheet alloys previously employed in the building product line. The Alclad process metallurgically bonds corrosion-resistant aluminum alloys to a structurally stronger base alloy.

This product is expected to find wide application in the manufacture of such large-volume items as residential siding, awnings, industrial building panels, storm doors and screen frames, heating and air-conditioning ducts, roofing, and furnace fittings.

The new sheet, available in a broad range of widths, gauges and tempers, will be offered in mill finish only. Customers may, however, purchase the product as stucco patterned sheet.

- New cost-cutting techniques make oil industry usage of aluminum pipelines on a major scale feasible.

Two new Alcoa developments—Unistrength pipe and a high speed, automatic pipe welding machine—were used for the first time on a 4,500-ft., 8-in. aluminum pipeline. Buried without protection, the aluminum line cost only 4% more than coated and wrapped steel lines.

The additional cost is expected to be offset by aluminum's high corrosion-resistance and non-sparking characteristics—traits that already have made it first choice in many pipeline applications.

Unistrength pipe is a seamless, one-piece tubular product, that provides for efficient welded joints by having a heavier wall thickness at pipe ends than along the length. A thinner wall along the pipe length sharply reduces pipe weight and substantially lowers material cost.

Further savings were generated by a new automatic, pipe welding machine. It can produce sound welds, with full penetration, without the use of back-up rings. This gain in welding technique, plus high welding speed (the unit completes a pass on 8-in. pipe in just 17 seconds) means cheaper pipeline joints. Over-all effect was to cut pipe-laying time, thus reducing the basic cost differential.

- Aluminum's versatility has put the

light metal into the running for high strength, solid propellant rocket motor cases. During a year-long research program, all-aluminum cases recorded yield strengths greater than steel.

Early in the program, hydrostatic testing of light metal cases in 7178-T6—highest strength commercial aluminum alloy—exhibited yield strengths equivalent on a weight basis to 224,000 psi. in steel. This surpasses the top yield strength of 200,000 psi. available commercially in steel.

The one-piece aluminum cases were fabricated by a combination of forging, extruding, sizing and machining. Improvements in the process, plus new high strength aluminum alloys now being evaluated, are expected to produce rocket motor cases with yield strength equivalent to 255,000 psi. in steel.

- Pontiac's adoption of aluminum wheels with integral hub and brake drum as optional equipment on its 1960 models marks a significant new development in the growing use of aluminum by the automotive industry.

Prototype models of the Kaiser Aluminum integral wheel were given extensive tests throughout 1955 and 1956 both in the laboratory and on test tracks. These tests showed that the aluminum wheels surpassed accepted standards for durability and brake performance, with substantial reduction in brake fade achieved by the rapid heat dissipation from the braking surface provided by aluminum's high thermal conductivity.

- Pocket-sized record players and powerful radios no bigger than a pen or wristwatch may be only a few years away from the market due to the assist of alumina—a powdery white oxide from which metallic aluminum is made.

Several ceramic manufacturers are using it in tiny blocks designed to contain all the elements of a complete circuit.

Known as Micromodules, the blocks are but three-tenths of an inch square and a mere 1/100-in. thick. Yet, they contain circuit elements so thin that as many as 340 will fit into a single cubic inch. By combining a group of these miniature elements according to the electronic circuit desired, and then interconnecting them, a Micromodule is formed. Combinations of modules can be assembled to make a variety of electronic systems.

Profitable Reading for Purchasing Agents

New Books

Essentials of Industrial Management. By Lawrence L. Bethel, Franklyn S. Atwater, George H. Smith, and Harvey A. Stackman Jr. Published by McGraw-Hill Book Co. Inc., 330 West 42 Street, New York 36, N. Y. 514 pages. Price: \$6.40.

The importance of purchasing as an integral part of industrial management is becoming more and more obvious at all levels of administration. And this new general management study reflects that view by dealing with the buying function in more than 10 different industrial areas.

Purchasing policies, procedures, book keeping, and requisition forms are only some of the categories of your department which are dealt with in relation to other operating functions. The authors also discuss the four major purchasing department responsibilities: quality, quantity, time, and price.

As a general management guide the book runs the full path from the nature and structure of the organization, to specific functions and departments, and on to over-all coordination of the various functions.

This well organized, highly readable study provides an excellent guide to general industrial management, and more specifically to the various relationships that other departments have to your own job.

Aids to Purchasing

Vacuum Cleaners

Gives method of rating commercial and industrial type vacuum cleaners. Contains a uniform set of standards thus enabling purchasing agents to compare competitive cleaners more accurately. Booklet gives history of the project, standing committee, scope, method of testing, etc. The price of the booklet is 10¢ and may be obtained from the Superintendent of Documents, U. S. Government Printing Office, Washington 25, D. C.

Test Instruments

Answers questions a purchaser may have pertaining to locating, comparing, evaluating, specifying or procuring any of the 5,300 electronic test instruments made by 400 manufacturers. Uses a question outline form. Copies may be obtained without cost from Technical Information Corp., 41 Union Square, New York 3, N. Y.

ing or procuring any of the 5,300 electronic test instruments made by 400 manufacturers. Uses a question outline form. Copies may be obtained without cost from Technical Information Corp., 41 Union Square, New York 3, N. Y.

From the Manufacturers

Ultrasonic Cleaning

(12 pages) Designed for users of ultrasonic cleaning equipment.

ment. Sections discussed are: What is ultrasonic cleaning? Ultrasonic cleaning compounds? Ultrasonic cleaning applications? etc. National Ultrasonic Corp., 111 Montgomery Ave., Irvington, N. J.

Contour Machines

(8 pages) Describes company's line of heavy-duty contour machines, including new features of these machines, applications for typical shop work. DoAll Co., Des Plaines, Ill.

Leasing

(24 pages) Covers various leasing plans offered by the company. Contains tables which permit user to calculate the cost of leasing an industrial truck as opposed to outright purchase. The Elwell-Parker Electric Co., 4205 St. Clair Ave., Cleveland 3, Ohio.

Alloy Steel Screws

Handbook No. 500. (36 pages) Gives complete data on

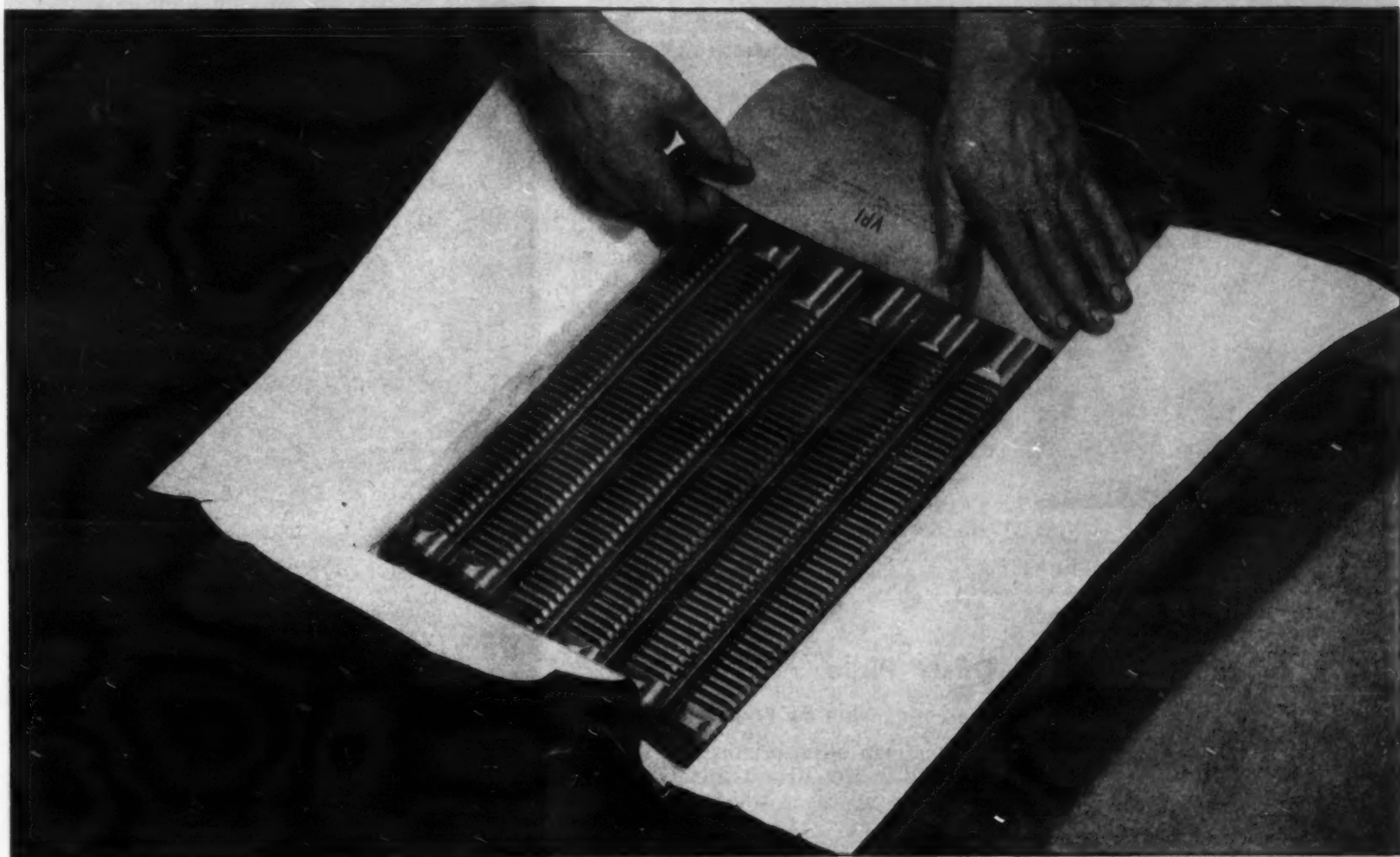
the company's line of socket head cap screws, flat head and button head socket cap screws, and socket head shoulder screws. Mac-it Parts Co., East Liberty St., Lancaster, Pa.

Turnbuckles

Bulletin No. 759T. (4 pages) Describes ratchet pipe turnbuckles which are designed to position, brace and lash down heavy loads on trailer trucks; position concrete forms, pipe line augers, shredder blades, etc. Turnbuckle is said to be able to push or pull up to 10,000 lbs. American Forge and Mfg. Co., McKees Rocks, Pa.

The Ludlow Line Protects Your Products Better

8-year test proves vapor-from-paper stops rust...saves money



On January 6, 1950, a leading metals company encased a piece of mild steel in a new kind of protective packaging. It was Ludlow's VPI* Wrap — a coated paper that gives off a rust-preventive vapor. On January 15, 1958 — eight years later — the steel was unwrapped and examined. Here is the company's report on its condition:

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And the test was conducted in a corrosive, salt water atmosphere! Because VPI is so effective . . . and because it costs less than messy grease or slushing oils, the VPI packaging method has gained widespread acceptance for protecting metal products during storage (see picture) and in shipment. Send for booklet.

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Your Weekly Guide to New Products— (Continued from page 20)



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Chem Industrial Co., Brooklyn 9, Ohio. (P.W., 10/26/59)



Motor Oil Tester

Finds Contaminants

Motor oil testing kit allows determining presence of damaging contaminants. Drops of oil are placed on special paper and in vial of liquid. Comparison of results with standards on color chart give condition of oil. Kit good for 3 tests.

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Gordon Laboratories, Towns-Worth Bldg., P.O. Box 1546, Annapolis, Md. (P.W., 10/26/59)



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"Tips" On and Off

Contacts on safety switch open when switch is tipped more than 45 deg. from the vertical. Designed for portable electric heaters and appliances that are potential hazards when tipped over. It has stainless steel contact springs with spot-welded silver contacts. It is available with spade-type or screw terminals. Rating is 15 amp. at 118-v.

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Bryant Electric Co., Bridgeport 2, Conn. (P.W., 10/26/59)



Typewriter

With Dual Controls

As picture shows, typewriter introduces a new design theme. Multiple-function controls (margin release is also automatic paragraph indentation) speed typing. It has a full 45-keyboard, 4-position ribbon control and horizontal and vertical half-spacing.

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Olivetti Corp. of America, 375 Park Ave., N. Y., N. Y. (P.W., 10/26/59)



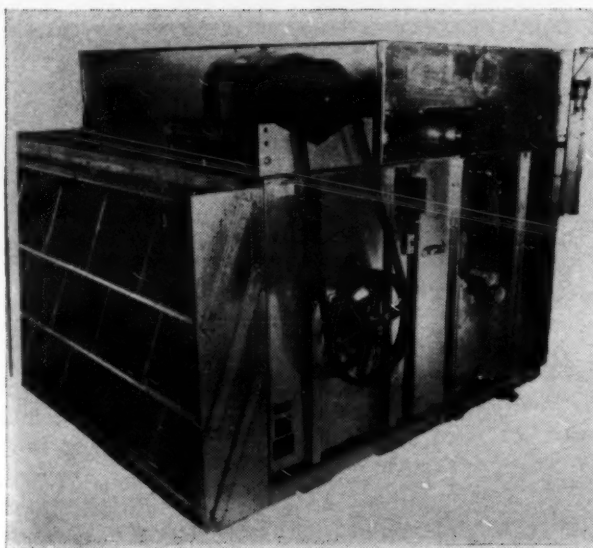
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Aluminum offset printing plate can be prepared in less than 1 minute. It is a three-step process in which photographic material is exposed to the art or documents, the image is developed, and then physically transferred to the surface of the plate. Sizes available are: 10x16 in., 10x15½ in. and 10x15 in. Ordinary photographic equipment is used with the process.

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Gevaert Co. of America, Inc., 321 W. 54th St., N. Y., N. Y. (P.W., 10/26/59)



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Multiple-groove variable-speed sheave fits standard V-belts. Speed can be adjusted by stopping drive, releasing belt tension and adjusting screw with wrench. Designed for use with 2, 3, or 4-groove stock sheaves and A, B, C, or D section V-belts from 5-150 hp.

Price: \$58.85 to \$480. Delivery: immediate.

T. B. Wood's Sons Co., Chambersburg, Pa. (P.W., 10/26/59)

Purchasing Week Definition

Different Types of Steel—2

Hot Rolled Sheet—Steel sheets reduced to the required thickness at a temperature above the point of scaling and therefore carrying hot mill side.

Ignot—A casting intended for subsequent rolling or forging.

Low Carbon Steel—Steel containing from 0.10% to 0.30% carbon and less than 0.60% manganese.

Pig Iron—Iron cast in metal molds while waiting transfer to the steel making furnace.

SAE—Steel conforming to numerical

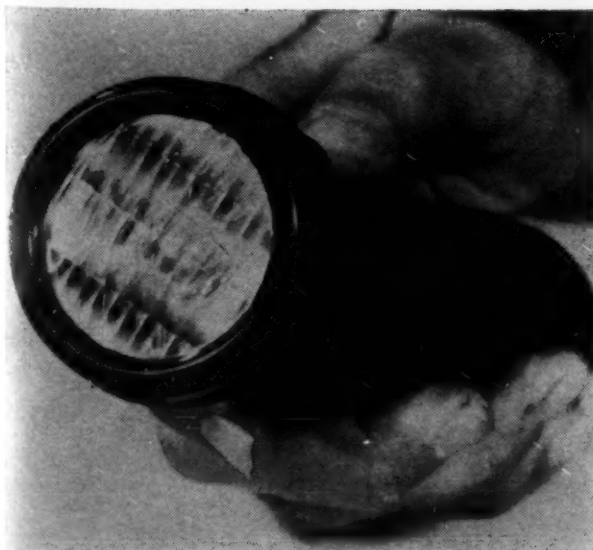
standard of the Society of Automotive Engineers.

Sheet—Any material of uniform thickness and considerable length and width as compared to thickness. Under ¼-in. thick are sheets; over ¼-in. plates.

Stainless—Corrosion resisting steels containing a high percentage of chromium.

Strip—Flat hot rolled carbon steel produced in coils or in cut lengths within certain size limitations.

Tin Plate—A mild steel of low carbon content having a coating of commercially pure tin.



Flashlight

Has Square Beam

Square beam of all-purpose flashlight has more than 6 times beam area of standard light. It is said to give more uniform distribution with reduced glare. Recommended for industrial maintenance and warehouse operations.

Price: \$2.50 (\$1.45 in boxes of 20). Delivery: immediate.

Bright Star Industries, 600 Getty Ave., Clifton, N. J. (P.W., 10/26/59)

Foreign Perspective

London—The "outer seven" trading group—the British-led rival to the "Common Market"—is slated to come up with its final plan in a few days.

Main purpose of the scheme is to pressurize Euromart countries into taking a new look at possibility of forming an all-European trading association.

There's no sign yet, however, that "outer seven" maneuvers have persuaded Euromart countries to budge. These nations still oppose the all-European free trade area as proposed last year by Britain.

Currently, the new MacMillan government is gearing itself to forging new and friendlier relations with dominating Euromart nations—France and West Germany. In diplomatic circles however, revival of the all-European free trade area scheme is considered definitely unlikely.

Most that can be hoped for is a series of adjustments aimed at minimizing the split between the "outer seven" and Euromart.

British industry still hasn't come up with its real opinion on the "outer seven" project. Most firms here are still anxious to get a comprehensive European trade agreement.

Luxembourg—European iron and steel production, sparked by sharp increases in demand, continues to hit new highs.

In September, the European Iron and Steel Community set a new crude steel

output peak of 5.53 million tons—breaking an old record standing since October 1957. All signs point to another new production high for the current month.

And what goes for the Iron and Steel Community goes for the rest of Western Europe as well. All nations are at or close to peak levels.

Capital investment as well as brisk demand is behind the excellent showing. Without the capacity added by this investment, current output rates would be impossible.

These investment figures over the past few years make pretty impressive reading. In 1954-1958 alone, Western Europe poured \$4.23 billion into iron and steel facilities. Money was used for the triple purpose of building new plants, modernizing outdated equipment, and for automation.

The latter is important. The cost saving results of automation are allowing European suppliers to often underbid their American competitors.

Tokyo—The Red Chinese stand a pretty good chance of meeting their smaller revised production goals.

U.K. Rubber Goes On Block—Easily

London—Britain has come up with a go-easy program for disposal of its 100,000-ton rubber stockpile. Sales began last Monday.

Under a system set up after consultations with producer countries, the maximum tonnage to be shed in any one calendar month follows a graduated scale.

No rubber will be sold below 25½ pence per pound (approximately 29.5¢). At the other end, there is no quantitative limit on disposals when the market price passed 30½ pence per pound (35.7¢).

The Board of Trade devised its disposal plan to ease the excess rubber on the London market over a period of years without seriously depressing the price level.

The trade is now looking ahead to next year when the American program for stockpile releases in the 1960-61 fiscal year will be announced. So far the U. S. disposal program has not hurt the price, but the question remains whether the release rate will be increased in 1960.

Main dealer reaction here was relief at ending of world stockpile uncertainty which over recent months has produced market jitters.

British releases now will prove a slightly bearish element in the rubber situation. However, no one anticipates a price tumble.

'Outer Seven' Bucks the Line

Steel, for example, seems to be running right on schedule. Peiping now claims that steel output—for the first nine months of the year—is topping 1958 levels of eight million tons.

It indicates the Chinese are within shooting distance of their revised goal of 12 million tons for the year.

According to the latest Peiping report "daily steel output shot up by nearly 20,000 tons, pig iron by over 20,000 tons, and rolled steel by over 10,000 tons in the past two months."

Peiping also announced that bumper harvests of cotton and other autumn crops "continue to pour in from various parts of the country." There is no mention of the summer floods, drought, and locust invasion which plagued some provinces this year.

The report is the latest and most assertive in China's new claims of big production advances since it was forced to revise exaggerated 1958 industrial and farm figures this past summer.

Vienna—Division of labor is the principal underlying Communist efforts to streamline East European machinery industry.

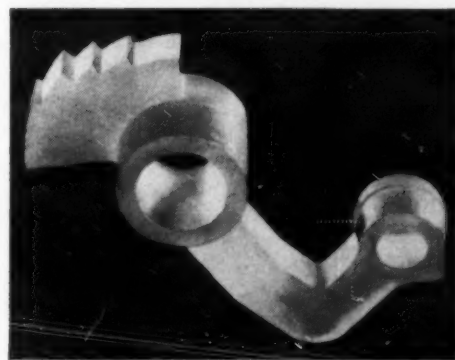
It's part of the Red plan to integrate the economies of Eastern Europe.

Each country will specialize in a different type of machinery production. Aim is to eliminate duplication of effort and increase efficiency.

Here's how the plan now shapes up:

Rolling mills of smaller sizes will be manufactured chiefly in East Germany and Poland. Larger plants of this type will be made in Czechoslovakia. Oilfield equipment and petrochemical plants will be mainly produced in the U. S. S. R. and in Rumania.

Large shovel excavators will be chiefly manufactured by the U. S. S. R. Multi-bucket excavators for opencast mining will be produced by Czechoslovakia and East Germany.



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Nylon replaces metal in this idling cam made by Chicago Molded for Holley Carburetor. By injection molding it of nylon, CMPC eliminated 3 operations—hardening, stamping, and assembly . . . cut production costs 50%. A unique mold design provides for easy changes in the number and sizes of ratchets at minimum expense. By any measure of value analysis, this is purchasing for profit! Your part cost problems are our business—call, specify:

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Transistor Firms Seek New Balance

Tokyo—Japanese electronic manufacturers have dispatched a delegation to the United States to allay fears that U. S. imports of Japanese transistors are posing a dangerous threat to American national security.

Representatives of Toshiba, Hitachi, Sony, and other leading Japanese firms argue that, on the contrary, new restrictions on current trade agreements would adversely affect "large segments of the U. S. electronic industry."

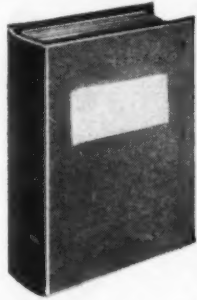
American manufacturers several weeks ago petitioned the office of Civil Defense Mobilization in Washington to investigate the effect of Japanese transistor sales in the United States.

The Japanese industry contends that many American companies use components from Japan in the manufacture of U. S. defense products and that interchange of technical knowledge and information is vital to both countries.

More working aids from McGraw-Hill

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How to apply principles of psychology in business to improve relations with employees, customers, management, and the community. Covers such topics as psychology in advertising and selling, communications, training and supervising employees, and many more. By L. R. Beach, Whitworth Col., and E. L. Clark, General Motors Inst. 305 pp., 19 illus., \$5.75



BETTER BUSINESS COMMUNICATION

Shows you how to communicate to others more skillfully and persuasively—and make the most of your executive talents. Hundreds of valuable tips to improve your ability in all business relations—in conversations and speeches, letters, reports, even routine memos, in observing people and problems, listening to others, thinking up ideas, and more. By D. Murphy, Service Pipe Line Co. 306 pp., 75 illus., \$6.50

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A master public speaker shows you the whole bag of tricks of showmanship, to make your talks lively, interesting, and successful. Not just a stunt book, but also a serious treatment of the showman's techniques for "getting the audience on his side." Includes many pointers on delivery, language, use of humor, stories, news, and visual material, audience participation, etc. By Edward J. Hegarty. 236 pp., \$4.00



THE TECHNIQUES OF DELEGATING

Shows you how to get things done through others by improving your ability to delegate. Explains the difference between delegating and assigning . . . gives rules for delegating successfully to save your own time and get job done better. Helps you prepare yourself for more executive responsibility . . . develop good assistants and strengthen your organization. By D. A. Laird and E. C. Laird. 195 pp., illus., \$3.95

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New 'Robot' Devices Pare Production Costs

As U. S. industry continues to pare production costs through automation, new devices, methods, and machinery are rapidly making their appearance on the market.

With more "robots" becoming available, purchasing agents may begin to evidence retroactive benefits price-wise.

New York — International Postal Supply Co. has perfected an improved message conveyor-belt system, which, according to the company, could eliminate the problem of manual movement of papers between office work stations.

The conveyor system—a moving aluminum base with upright dividers—moves papers from desk to desk, floor to floor, backwards and forwards, and around right-angle turns.

Available in single or double decks, the I.P.S. system is equipped with stops for automatic ejection of material at any point along the conveyor belt. Installation of the system, say, company officials, can cut up to 65% off clerical labor costs.

Brooklyn, N. Y. — Induction Heating Corp. has come up with a fully automatic, 60-cycle, flywheel ring gear machine that shrink-fits 120 assemblies an hour.

The new machine, say company officials, can be installed into any conveyorized production line and will produce up to five different types of flywheels.

Gravity-fed flywheel blanks come directly from previous assembly-line operation to the motor-driven roller conveyor input, travel through the machine automatically, and are ejected, completely assembled, back onto

the machine roller conveyor.

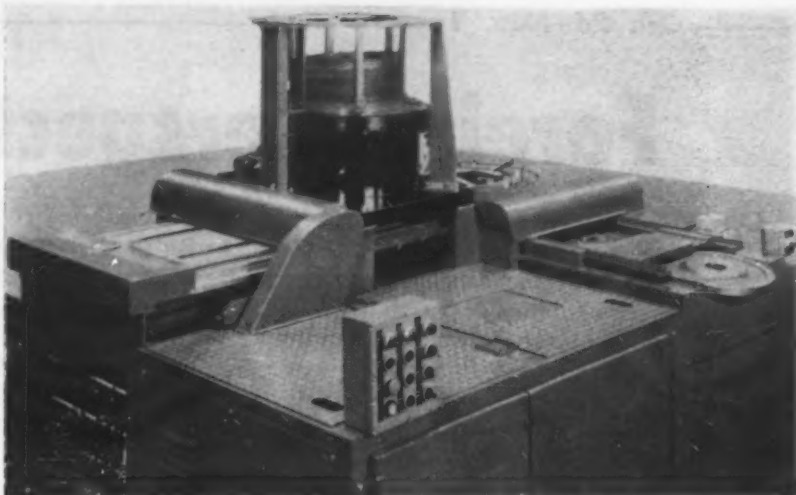
Except for a small electric motor for driving input conveyor-rollers, new "Shrink-Fitter" is 100% hydraulically operated. Only one unskilled laborer is needed to batch-load ring gears and press "start" button.

Bristol, R. I. — George W.

Dahl Co., Inc., has added an automatic "Constant Control Regulator" to its line of pneumatic and hydraulic controls.

The new device provides fully automatic regulation for constant-volume gas or air output control regardless of pressure-drop fluctuations.

Capacity is controlled by micrometer adjustment to assure accuracy of output volume, which can range from 5.0 to 180 standard cubic feet per hour at pressure differentials from 1 to 25 psi.



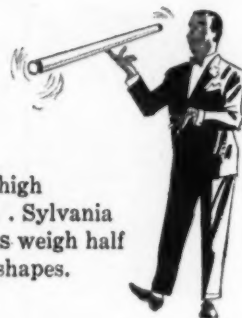
AUTOMATION TAKES OVER in new Induction Heating Corp. automatic flywheel ring gear machine, shown here ejecting a fully assembled disc.

Only Sylvania VHO POWERTUBES*

give you all of these Very High Intensity lamp advantages!



1. More than twice as much light as obtainable from standard fluorescent lamps of same size.



3. Easier to handle than competitive high intensity lamps . . . Sylvania VHO POWERTUBES weigh half as much as other shapes.

2. Smooth surface—the preferred tubular shape that does not catch and hold dust.



4. Smaller in size —T-12 1½" tube diameter permits better air circulation around the tube than larger diameter lamps.



5. Lower in cost—less expensive to buy and install, provide more lumens. The 8-foot, 200-watt VHO POWERTUBE, for example, delivers 15,000 lumens! Easier to stay clean, quicker to wipe clean than special shape lamps.

7. Uniform light distribution delivers full light output in any position.



8. Better optical control permits full use of light directed exactly where you want it.



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Werthington Type YC, vertical 80/125 PSIG with 5 step control, 200 HP 80% PF Range mounted 2300V GE TS syno. motor, starter, aftercooler and air receiver. New 1949, used only 3000 hours. Located near New Orleans. Excellent condition.

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P.A.'s Preview Fastener, Container Standards Annual Business Show Scene of Controversy

Integration Stressed At 3-Day Conference

(Continued from page 1)
bution and stress-behavior data on nuts.

- Elimination of the "regular" series of standard nuts.
- Changes in terminology of the two remaining series.
- Simplification of nut styles.

Riley suggested that two series, one labeled "thin-wall" and the other "thick-wall", be included in the next revision of the American Standard.

Conference delegates also heard that high strength bolts have now almost completely replaced rivets in building and bridge construction.

Edward R. Estes, Jr. of the American Institute of Steel Construction, said that in the future, working strength of high strength bolts will be increased. "Other research has shown it may be possible to eliminate the washer in high strength bolt assemblies," he added.

In another well-attended session, industry was chided for spending millions of dollars on captive container systems with little regard to interchangeability with other systems.

"The need for integrated system of freight containers suitable for universal interchange between different modes of transportation is urgent," declared H. H. Hall, consulting engineer and chairman of A.S.A. container standards committee.

Hall pointed out that his committee, comprising more than 100 specialists in the various phases of transportation, has been developing recommendations for container sizes, weights, and static and dynamic loading, and handling and securing methods for almost a year.

"The acceptance of a series of American Standard container



DETROIT MAYOR Louis Miriani, right, discusses standardization of this Krypton lamp with industry executives at last week's standards show.

sizes and its general adoption would soon replace the hodgepodge of sizes now used in our system of distribution," he said.

"This would materially improve the national economy by lowering the cost of distribution, reducing the damage and loss of shipments, speeding delivery, improving utilization of transportation equipment, and improving the transportation industry's service to the shipping public."

A panel discussion by purchasing executives on the subject, "Good Standards + Good Purchasing Techniques = Increased Profits," added a purchasing highlight to the conference.

Stressing the importance of value analysis and cooperation between purchasing, engineering, and production, E. Philip Kron, assistant purchasing director for Eastman Kodak Co., said "the more people a buyer can get on the team, the better."

"He should spark the stand-

ards program, but it's not a matter of who gets the credit—it's a matter of saving dollars for your company."

This position was supported by William D. Schelbe, director of purchases for the Wolverine Tube Division of Calumet & Hecla, Inc. "The P.A. should get the engineer to think it's all his (the engineer's) idea. Some purchasing departments hold value analysis up as their idea, as a bar to other people using it. A buyer can't take credit without collaboration."

On the question "How much latitude should a buyer have in deviating from engineering specifications when making a purchasing, Kron and Schelbe, and the third panel member, Harry R. Wurster, purchasing director for Wyandotte Chemicals Corp. all agreed that "close buyer-engineer teamwork" will almost always solve problems in this area before they arise.

(Continued from page 1)

• Company representatives didn't think the men with the "buying influence" were present.

"Look at the size of our booth" said a stapling company representative. "We only paid for 16 ft. and they gave us 26 to fill up space. The people on the mezzanine were put down here at the same price." The mezzanine was empty.

Trouble has been brewing in the industry-wide show for the past few years. Big exhibitors started pulling out of the annual show several years ago because they were dissatisfied with the regulations laid down by the show management. Space limitations were one major complaint.

The show sponsors, the Office Executives Association (O.E.A.), limit the amount of space that a single exhibitor can buy (this year's top limit was \$17,000). Big exhibitors claim that this won't let them do justice to their product line.

Companies that left the big show had no other place to exhibit nationally until this year when Rudolph Lang, long-time head of the O.E.A. show left that post and organized a rival business machine exhibit in Washington sponsored by the Office Equipment Mfg. Institute. Exhibitors who had previously abandoned the N. Y. show scurried to Washington and they were joined by a host of others.

A copy equipment exhibitor summed up his disappointment

this way. "We count on the big name exhibits to draw the big buyers to the show. And the big names aren't here this year."

Last minute cancellations forced the management to lease prime space to American Motors. One observer said, "I'm having a hard time figuring out what Ramblers are doing at the business show." Booths selling pots and display lights evoked much the same comment.

Gloom Not Universal

Disappointment was by no means universal. An exhibitor demonstrating a dictating machine told P.W. "I don't care if the crowds don't come. We're getting quality inquiries and that's what counts."

The O.E.A. lease on Coliseum exhibit space runs through '61, and as every lessee has veto power over any rival show coming in during the same year—there is virtually no chance of another business show getting into the Coliseum—and hence into New York.

Under terms of the space contract, the O.E.A. guarantees the Coliseum a certain minimum rental area. If many present exhibitors carry through on their threats to pull out next year, it's hard to see how the exhibit can fill its commitment.

A worried show management held a reception for exhibitors (the first in the history of the show) in an attempt to thrash out some of the current problems.

Deciding the Future

The Office Equipment Manufacturers Institute is holding an industry meeting in New York this week to determine future plans. Rudolph Lang, of the Washington show, told PURCHASING WEEK that current indications are that the institute will recommend that a national show be held in a different major market area each year.

Lang went on to say that "rumors to the effect that foreign manufacturers and companies that were not members of our association were barred from the Washington show are completely false. Our only limitations were imposed by the size of the hall."

If such a show materializes, it could start in the West or Midwest and return to New York after 1961 when the O.E.A. lease on the Coliseum expires. This might be the final blow for the National Business Show.

Anti-Strike Legislation Might Be in the Offing

(Continued from page 1)
tion as an extra Taft-Hartley step.

- Invoking compulsory arbitration at the end of an 80-day injunction.

- Establishing a national board before which both labor and management must account publicly for their moves, both on wages and prices.

- Invoking antitrust laws against unions.

Labor Secretary Mitchell has proposed the plan to make a presidential fact-finding board an integral step in the mediation process. The purpose of such a board would be to put the facts before the public in open hearings, but to make recommendations only if asked by both sides. The plan would have the President move the board into negotiations "well in advance of an emergency."

Mitchell concedes that such emergency boards have been set up in the past to handle particular disputes—and haven't always worked too well. But, his idea is to back them with the legal authority of Taft-Hartley combined with the prestige of the President. Also, by holding open hearings and putting the dispute

into public record, the boards could corral public sentiment for a negotiated contract.

By putting such boards into a dispute before it becomes critical, the chance of a stalemate like the current steel fight are considerably lessened. The Taylor emergency board discovered in its first steel hearing that the issues in dispute had still not been defined although negotiations had been going on since last May.

Professional arbitrators favor voluntary arbitration, as an extra step to the Taft-Hartley process—to bring public pressure on both sides for the suggested settlement. The idea would be to formally offer voluntary arbitration to the opposing labor-management negotiators as part of the regular legal process.

The steel emergency board chairman, Dr. George Taylor, suggested this as a way out of the steel dispute. But neither side would buy it. However, backers of the voluntary arbitration route believe it might work if it was written into the Taft-Hartley Act as one of the settlement steps. If either side declined the proponents believe that public pressure might swing behind this course—and make the parties

in the strike change their minds.

Probably the least popular of the proposed settlement procedures is the one to invoke compulsory arbitration if a strike resumes after an 80-day injunction respite. This plan, advanced by Sen. John Sherman Cooper (R.Ky.) would be aimed at pressuring the parties to a settlement on the threat of arbitration.

Secretary Mitchell describes this system as "a club" by the government that would lead to wage and price controls once the government fixes the settlement terms. However, Cooper believes that just the threat of arbitration as a final step would be enough to bring the parties together.

Establishing a national board before which labor and management would have to account publicly for their moves—both on wages and prices—would be an extension of the price notification proposal of Joseph D. O'Mahoney (D. Wyo.). This would require companies to justify any price increase at a public hearing, including one they claim would come from a wage raise to employees.

O'Mahoney's idea was not well received either by companies

or unions who testified on it before the senate antitrust subcommittee early this year. O'Mahoney's "price notification" proposal was a device to cut down on the power of huge corporations—like steel—over prices.

It has long been O'Mahoney's conviction, as well as that of other long time antitrusters, that the public—as represented by the federal government—ought to have a more effective voice in decisions by private enterprise that have such sweeping impact on the whole economy.

The device he suggested—a variation on similar proposals by other economists and government planners—was the requirement of notice and a waiting period before large companies in concentrated industries could increase prices. During the waiting period, the companies would, in effect, be asked to "sell" or explain the need for a price increase.

Copper, Aluminum, Non-Ferrous Metals, Rubber All Have a Bad Case of Fall Heebie Jeebies

(Continued from page 1)

automation issue with wages virtually pushed into the background. A Taft-Hartley injunction invoked early this month assures clear sailing for East Coast dock operations until Dec. 27.

Steam also is building up in railroad negotiations, which will be the next big labor dispute to hit the country. Rail brotherhoods have demanded substantial pay boosts, and the railroads have countered with demands of their own—to invoke pay cuts.

But the big issue is similar to that in other major industries, and operator demands to eliminate featherbedding and install work rule changes will become the center of the railroad talks.

A three-year moratorium on wage demands and work rule changes expires Nov. 1, and that will be the signal for real action in the railroad talks. There's little danger of an immediate walkout however, until after Jan. 1.

Purchasing Perspective

Advance Planning,
Look Ahead Buying

(Continued from page 1)

In marketing, electrical manufacturers and other capital goods producers no longer think only in terms of selling just individual components. Industrial buyers are targets for bigger and bigger package deals. Westinghouse, for one, forecasts that "marketing of systems"—rather than "pieces"—will dominate the electrical and other industries in the next 10 years.

In the past, generators, transformers, switchgears, and other electrical apparatus have been sold as individual components to be assembled by the buyer like Erector sets. In the future, says Westinghouse, "we are going to be marketing engineering skill and scientific resources along with our traditional hardware."

The trend already is evident in other segments of the industrial market. An example is a control unit which automatically operates a giant cold rolling mill for a steel corporation. A single supplier furnished all the components for the control unit, which cost 25% more than the mill itself.

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As for the global backfence bickering on disarmaments, the government and Congress have an obligation to begin planning now for consequences which could result from any eventual slowing down of the arms race. Even a small cutback in defense spending, should it occur at the slack end of a durable goods boom, would be hard to overcome without a recessive effect on general business activity. This, in turn, puts an even bigger premium on economically sound industrial planning of inventories, pricing, and supply policies.

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Purchasing forecasts:

American Charcoal Co. is experimenting with the use of ultrasonics to eliminate porosity, increase surface hardness, and vastly improve the quality of nonferrous die castings. The idea is to use sound waves to "shake" the metal molecules together at the instant the molten melt becomes a solid.

Checker Cab Co. in Detroit already is trying the compact Corvair in the hope of reducing fleet operational costs. Other types of small cars also will be tested as cabs.

Some steel warehouse operators are forecasting that shortages in galvanized will continue for a year after the strike is settled because of growing demand for the product.

Packaging machinery makers are looking for their biggest surge of new orders to come from the pharmaceutical, frozen food, and cosmetic industries during the next 12 months.

Packagers also are reported showing greater interest in the use of adhesive coated boards and papers that are sealable by pressure. Pre-applied "precision" adhesives eliminate the need for drying on the production line and gives instant adhesion in either "seal-tear" or "seal-reseal" applications.

Oil, Coal Lock Horns in War of Fuels

(Continued from page 1)

'59, p.8). It is now the turn of the Empire State Petroleum Association, representing some 275 companies affiliated with the fuel oil industry, to argue against the issue.

The immediate question is whether the I.C.C., with its power over freight rates, will allow railroads to cut hauling charges enough to keep coal competitive with fuel oil—coupled with a simultaneous reduction in the mine head cost of coal.

The final decision, expected within the next few weeks, is sure to set a precedent for other competitive markets.

Rails Win New Round

The nation's coal-hauling railroads, meanwhile, have won a new round in another competitive battle—with inland waterway barges. The commission last week okayed a round of railroad rate cuts aimed at tapping coal traffic from the Kentucky-West Virginia area to Chicago.

Last November, railroads cut freight rates on this coal movement by 50¢ per ton on 1,000-ton minimum shipments. Although barge operators protested, the Commission allowed the rates to go into effect while it conducted an inquiry. Now it has ruled in favor of the lower rail tariffs.

Barge Price Still Cheaper

Barges still can haul coal from mines to Chicago for around \$2.79 a ton compared to \$3.60 a ton via railroad. Nevertheless, railroads are expected to recapture a sizable amount of the 13-million ton annual market to Chicago area utilities.

In the fuel oil vs. coal rate battle, the issue came to a head last spring when railroads and mines found that a large number of electric power companies in the New York area were considering shifting from coal to fuel oil this winter because of oil's lower cost. Most of the companies are equipped to use either fuel and thus buy on a basis of cost per Btu.

To keep from losing this market, the railroads and coal mines issued a round of price cuts. The railroads made a 50¢ per ton cut in freight rates on all coal tonnage over 3 million tons delivered between April 1, 1959

and March 31, 1960, on condition that each consignee would receive at least 5.5 million tons of coal during this period. Along with this, coal mines made a 25¢ a ton cut in the mine cost of coal.

The result is that a ton of coal can be laid down in the New York harbor area for around \$9.28 a ton, which is cheap enough to keep utility companies from shifting to residual oil.

Shifts Would Have Come

The utility witnesses have made three points very clear in their appearances before the I.C.C. hearing: that they would have made substantial shifts to fuel oil this season without the cut in coal prices and rail rates; that as far as they know their fuel oil suppliers are not members of Empire State Petroleum Association; and that the price cuts amount to merely holding on to a market and not tapping a new one.

Typical testimony offered in support of the price cuts came from H. M. Barrett, purchasing agent of Delaware Power & Light Co. Barrett said his com-

pany expected to use some 746,000 tons of fuel this year that could either be coal or fuel oil. With the downward trend of fuel oil prices it most likely would have been fuel oil that would have been used this year. Barrett said.

Oil Price Could Take It

Before the coal and rail cuts, Barrett said the cost of oil, in coal equivalent, was \$9.42 a ton compared with \$9.76 a ton for coal. And, Barrett told the I.C.C. hearing examiner that he felt his company could have negotiated oil prices down to around \$9.20 a ton. This compares with the delivered price of coal at its reduced rates of around \$9.28 a ton.

In view of the lower coal and rail prices, Barrett told the hearing that his company decided to stick with coal use this year rather than shift to oil. And, that is pretty much what each of the utility companies reported.

Over-all the railroads say they would have lost from 9 to 10 million tons of coal traffic during the 1959-1960 season if the rate reductions had not been installed.

Government Calls on Purchasing Men To Document Salk Vaccine Accusation

Trenton, N. J.—Testimony by state and federal government purchasing officials may prove the key factor in the trial of five Salk vaccine producers, now under way in Federal District Court here.

Government lawyers prosecuting the case stress the importance of purchasing agent testimony on the identical prices received on bids from the companies—Eli Lilly, Allied Laboratories, American Home Products, Merck & Co., and Parke, Davis.

All are charged with conspiracy to fix vaccine prices and to submit uniform bids on sales to federal, state, and other public authorities. Anti-trust probes hope the governmental purchasing testimony will persuade the jury that there must have been an agreement between the producers.

On the other hand, defense lawyers—attempting to explain and justify company practices under attack—challenge the weight to be given the testimony of the purchasing agents presented by the government.

Observers believe that the jury's verdict—variously estimated as four weeks to eight weeks away—will depend largely on whether it buys the government's or the companies' estimate of the importance of this testimony.

The government is presenting no direct evidence of an oral or written agreement between the companies. Instead, Lewis Bernstein, top government prosecutor, is asking the jury to infer such an agreement or combination on prices from what happened. Bernstein has presented various purchasing agents and documents, showing that identical price quotations were received by some 33 public authorities on bids for purchases of vaccine between early 1955 and Dec. 1957.

Bernstein also has testimony that purchasing agents tried—and failed—to get competitive price quotations from the companies during times when vaccine was in good supply.

But Thomas E. Dewey, former Republican candidate for President who is defense counsel for the biggest of the vaccine producers, Eli Lilly & Co., bluntly told the jury not to be too influenced by purchasing agent testimony.

Dewey's main argument in the case—supported by the other companies—is that there was no agreement on prices, that competition produced identical prices, and the contracts with the federal government—providing for a lower price if the producers sold to any other public agency at a lower price—prevented any differentiation in prices.

In his opening argument to the jury, Dewey lashed out at the purchasing agents which the government planned to call. He said, "a lot of these purchasing agents are excellent, expert, zealous and honest . . . they are zealous but they don't happen to know anything about this business."

Dewey stressed the danger involved in producing and handling the vaccine. He pointed out the companies had to be concerned lest stocks became stale and hence ineffective. While purchasing agents would naturally be most concerned about getting a cheap price, he said, the vaccine producers had many other things to consider.

But the government is insisting throughout the trial that the price uniformity—"so rigidly maintained to the fraction of a cent," as Bernstein charges—cannot be explained in any other way except on the existence of an understanding and agreement that all prices would be uniform.

Price Changes for Purchasing Agents

Item & Company	Amount of Change	New Price	Reason
INCREASES			
Nylon marquisette, yard.....	.0025	.18	upped demand
Ascorbic acid, imported, kilo.....	.25	\$7.50	high demand
Theobromine, lb.10	\$3.50	high demand
Rayon filament skeins, Am. Enka, Am. Viscose, lb.....	.02-.10	incr. costs
Lauric Acid, tanks, lb.....	.01	.37	
Myristic Acid, tanks, lb.....	.015	.32	
Linseed Oil Acid, dist., dms., lb.....	.005	.20	
Peanut Oil, crude, tanks, lb.....	.005	.1225	
Zinc, prime West, East St. Louis, lb.....	.01	.13	strike
Gum Syrax, Asiatic, lb.....	\$1.75	\$6.00	short supply
Casein, carlots, lb.....	.0025	.215	high demand
REDUCTIONS			
Copra, coast, ton.....	\$5.00	\$247.50	
Gum Turps., so., gal.....	.0025	.5325	
Flannels, cone mills, various constructions, yd.....	.015-.0175	attract demand
Gasoline, fair tr., Esso, No. Carolina, gal.....	.01	.299	absorb tax
Gasoline, dlr. tnkwgn., Esso, Wash., D. C., gal.....	.01	.149	competition
Gasoline, dlr. tnkwgn., Esso, Baltimore, gal.....	.005	.149	competition
Gasoline, fair tr., N. J., Esso, gal.....	.01	.279	competition
Glacial acrylic acid, Rohm & Haas, trklid-erld., lb.....	.07	.57	
Gasoline, N. J., Sun Oil, tnkwgn., gal.....	.01	.14	competition
Gasoline, Fair Tr., Sun Oil, Conn., gal.....	.01	.289	competition

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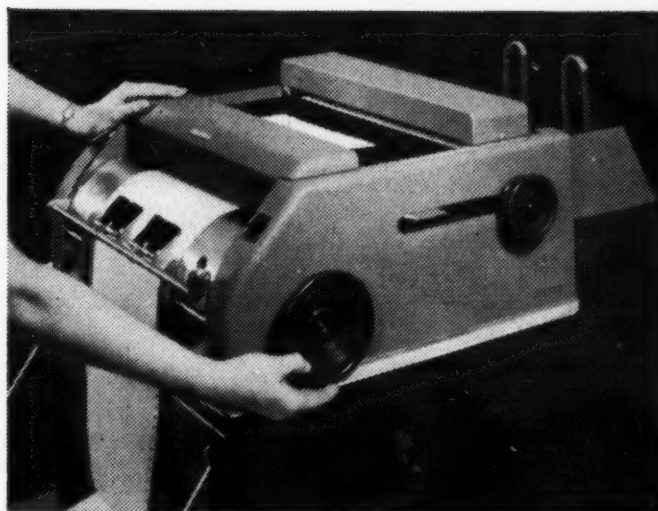


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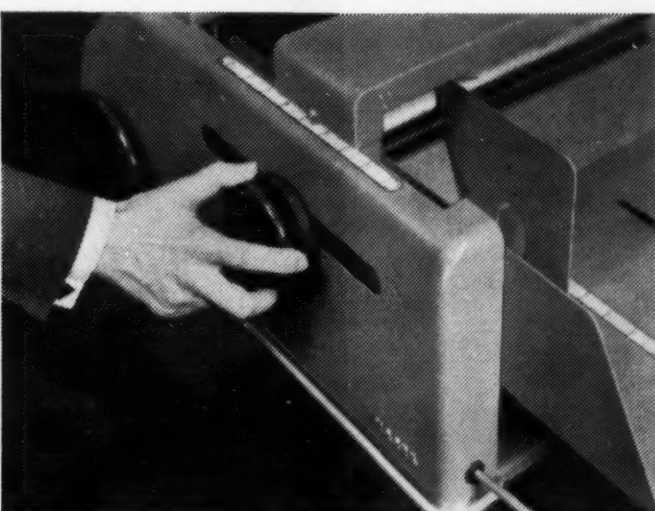
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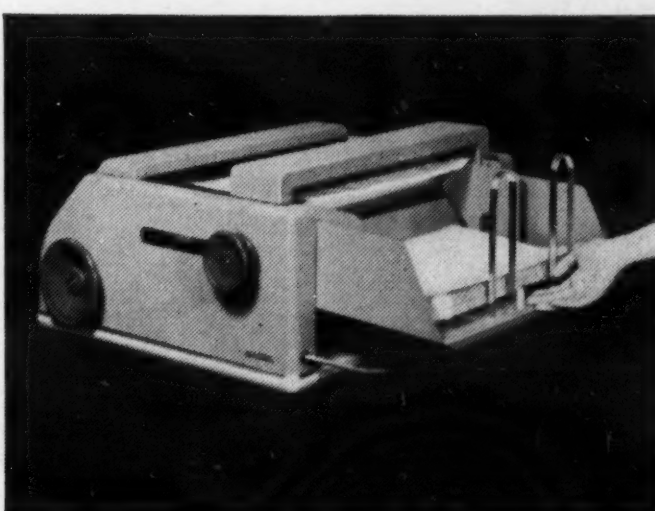
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